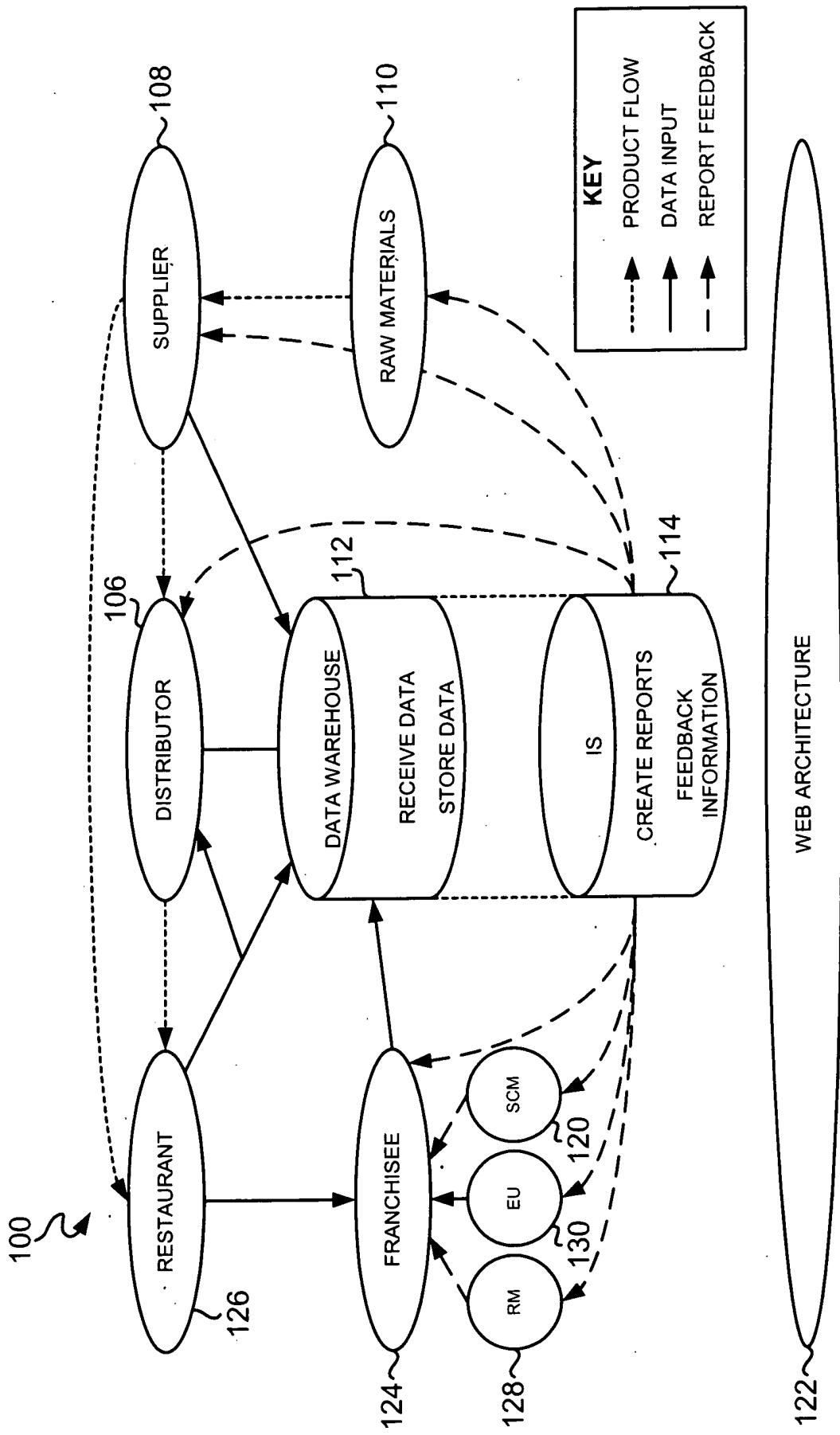
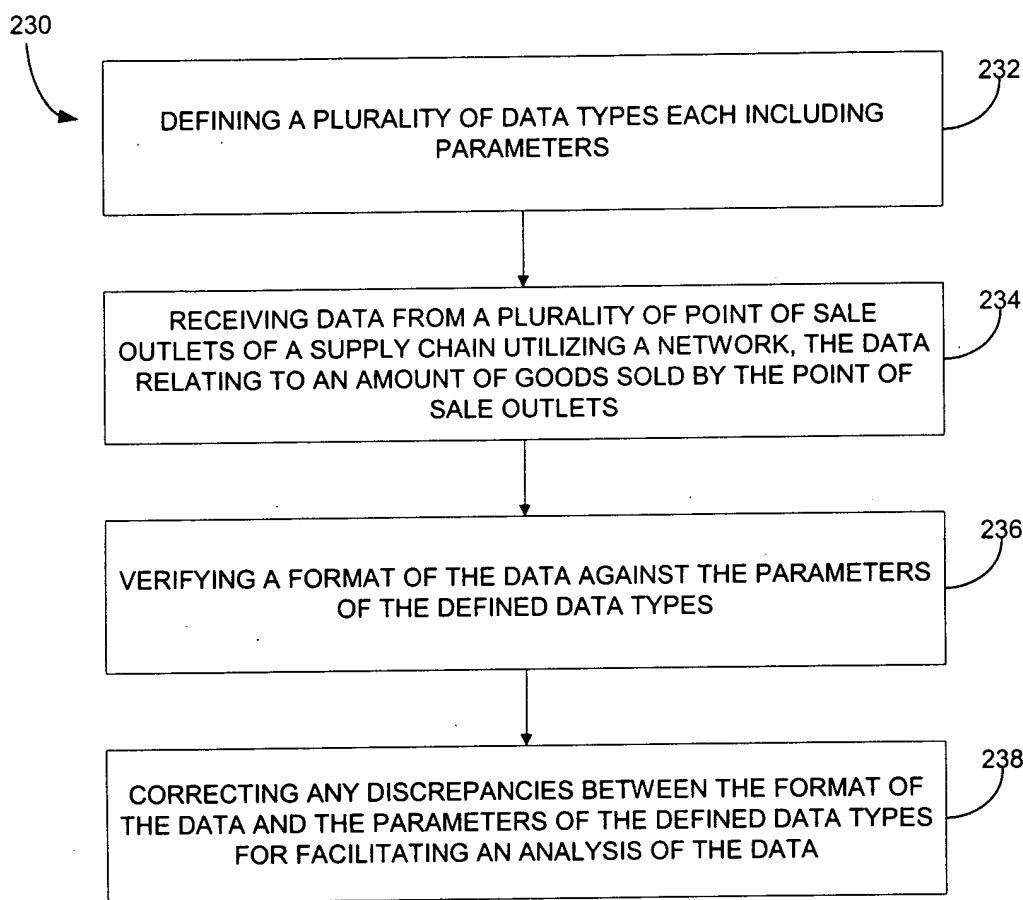


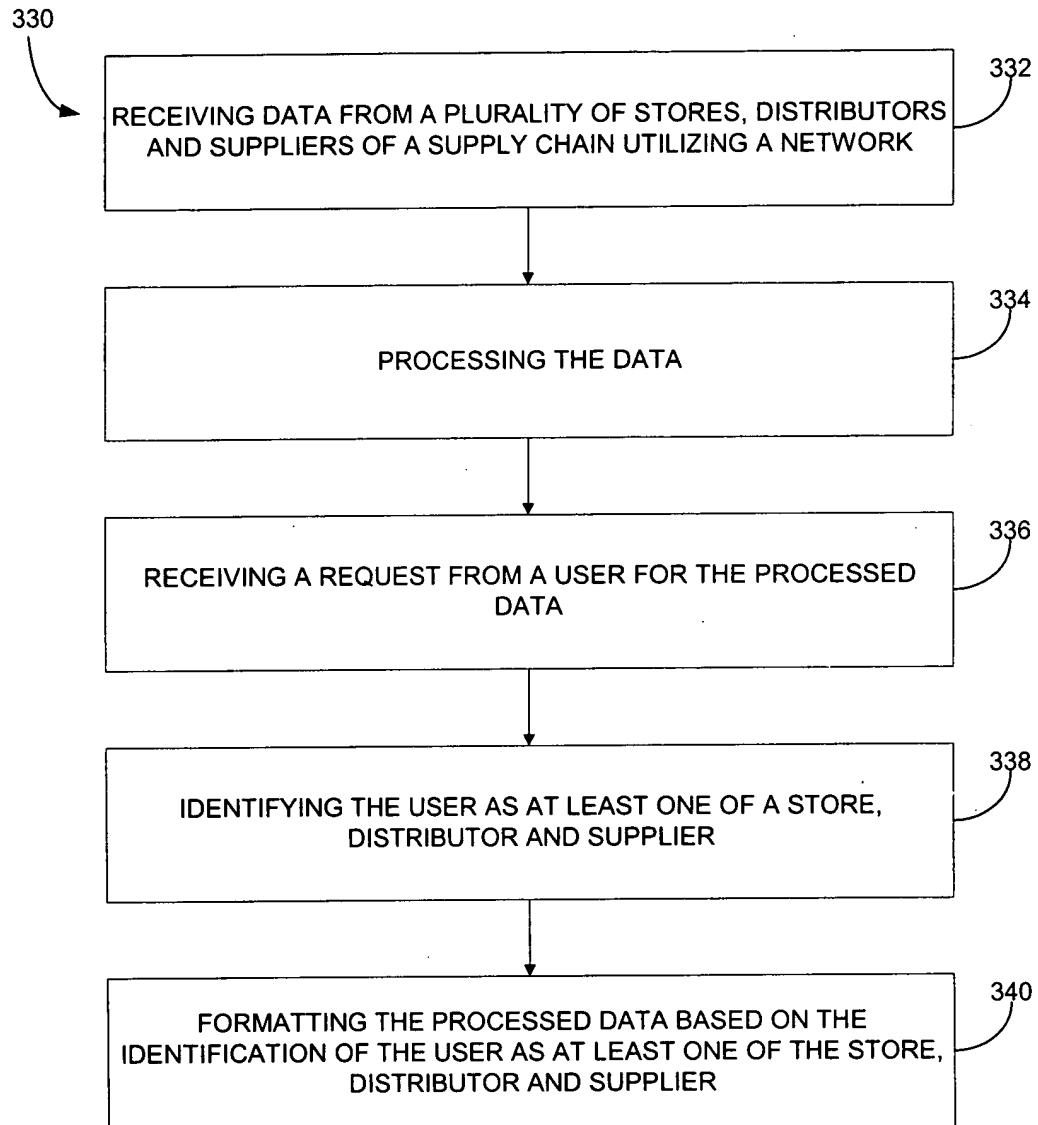
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

400  
404  
408  
410  
406  
402

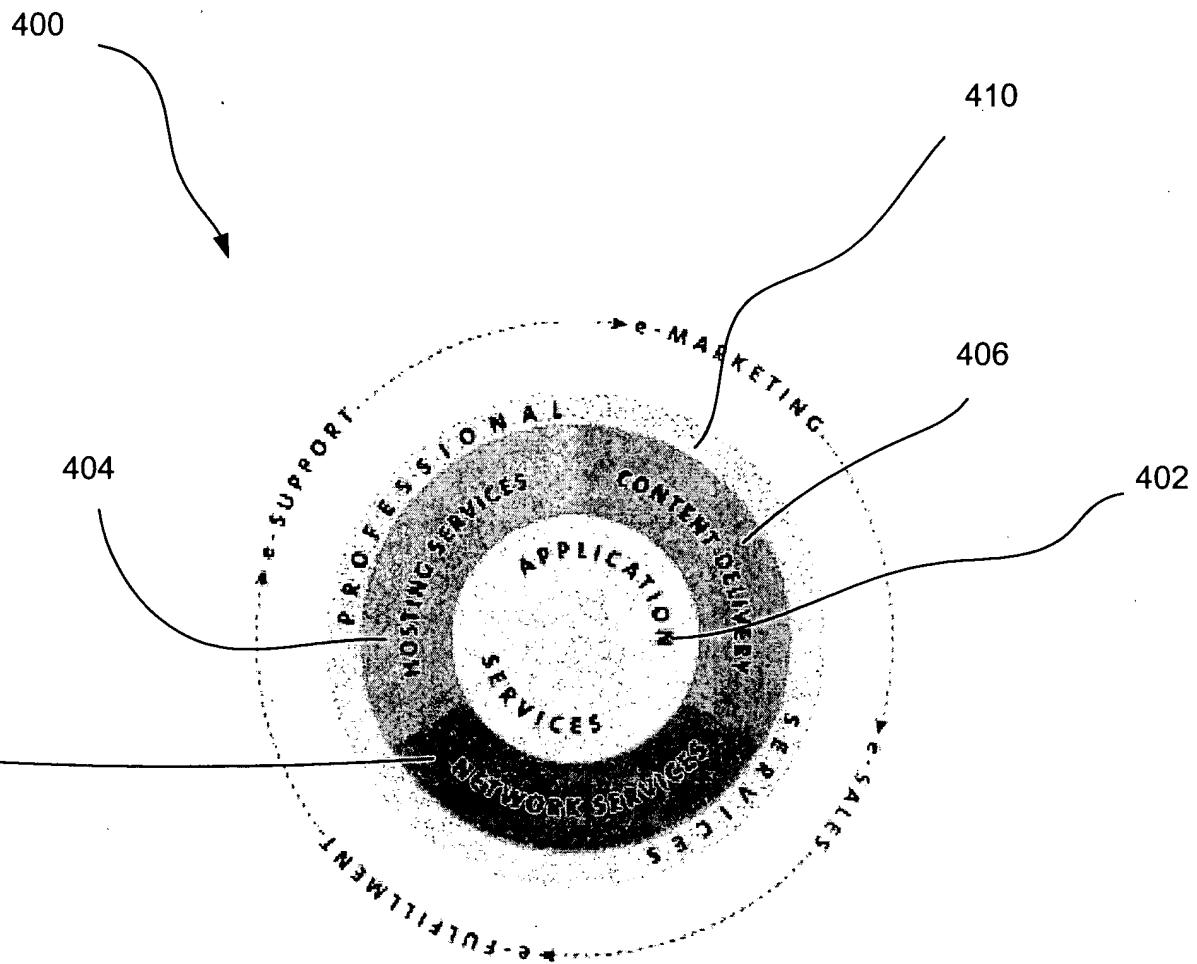
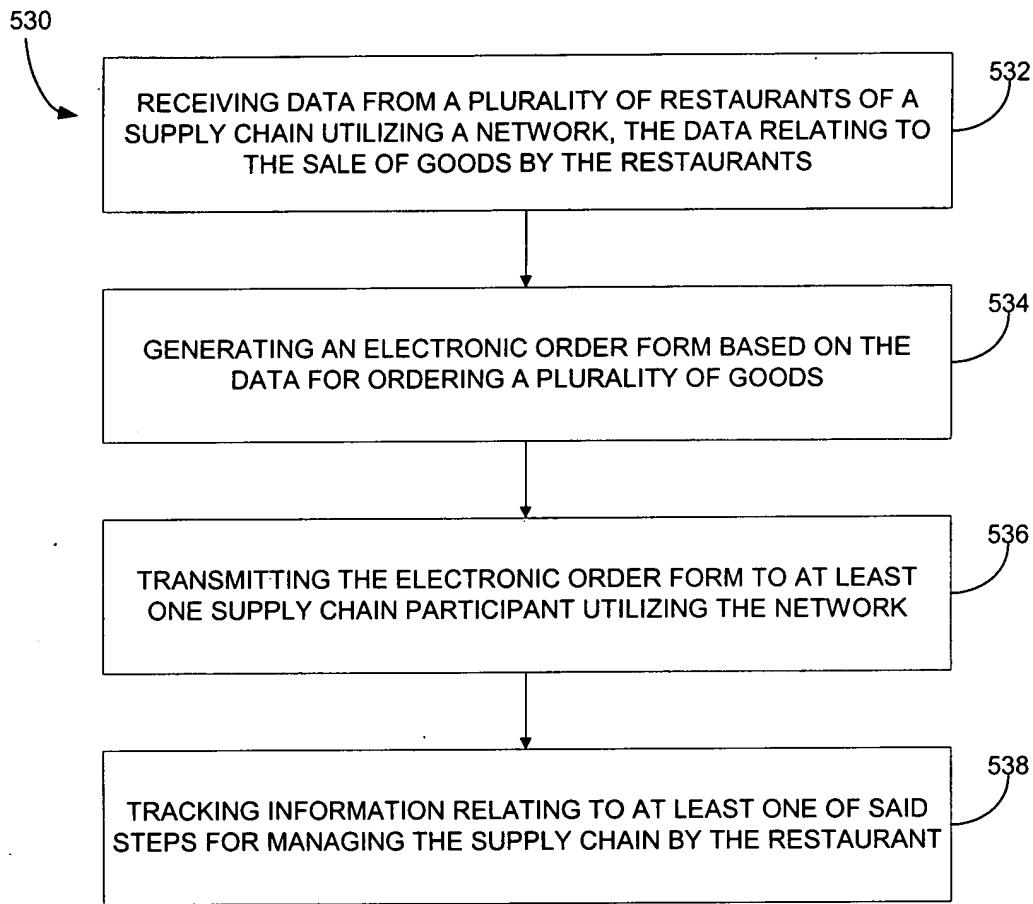
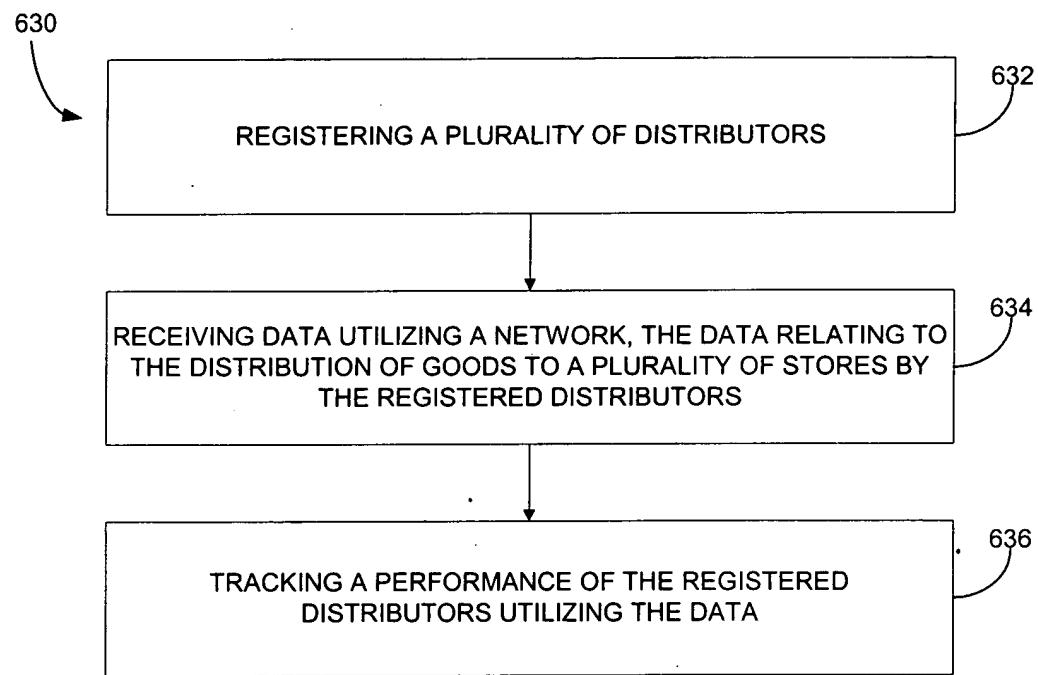


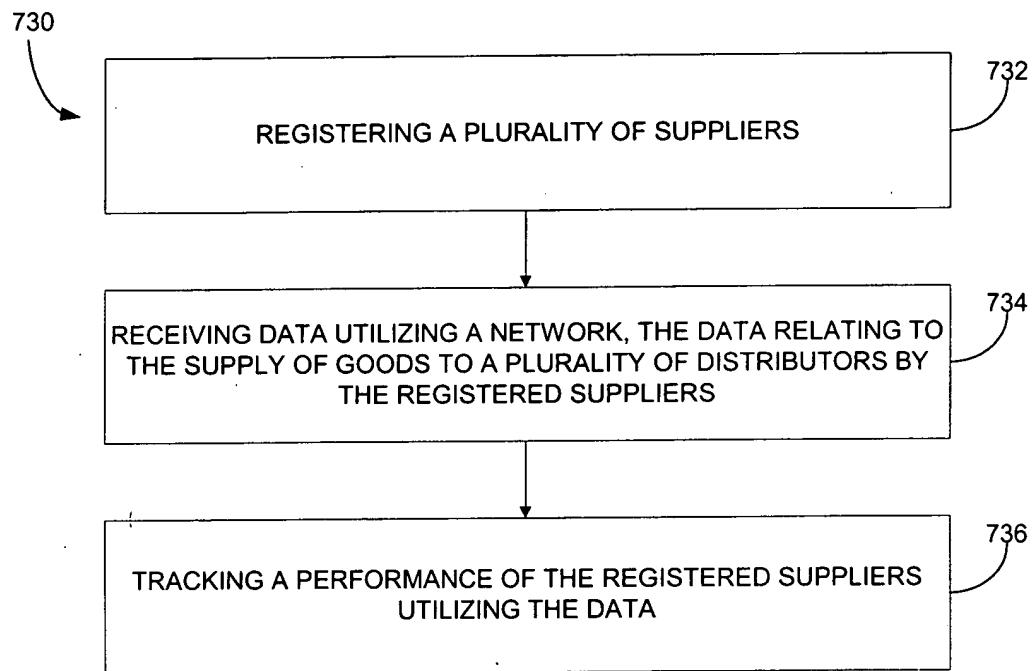
Fig. 4



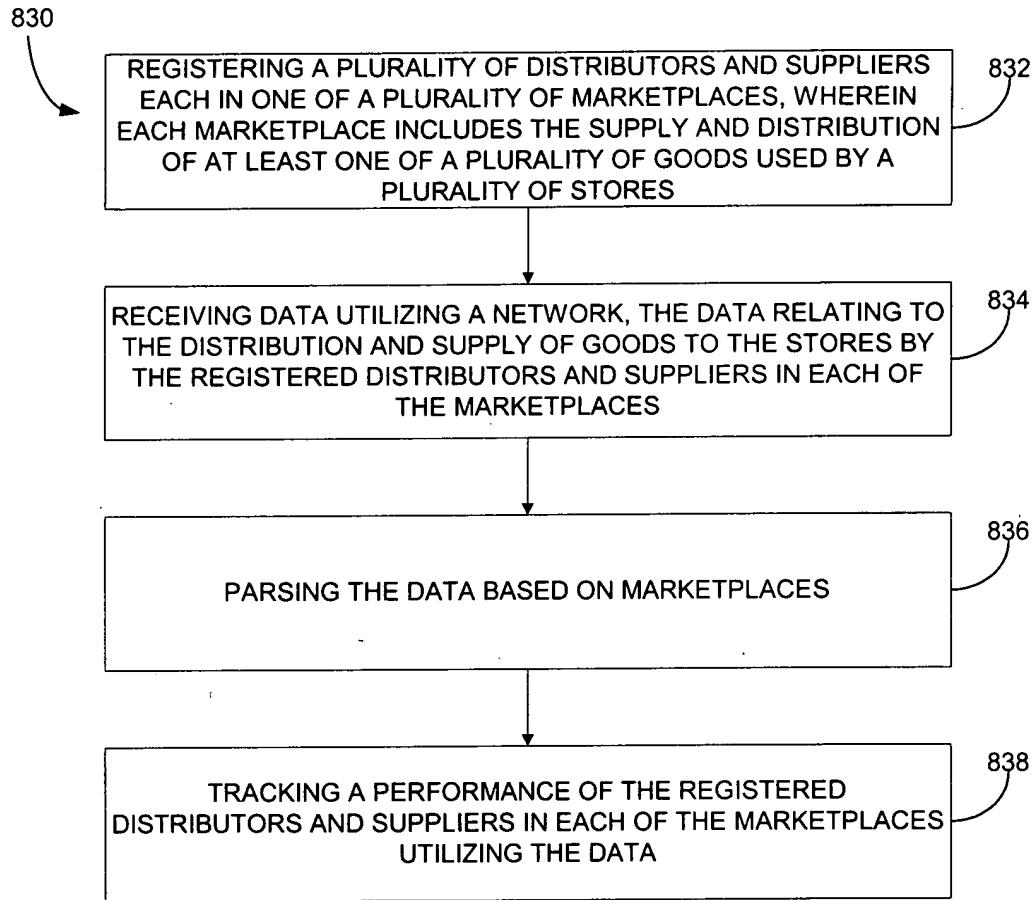
**FIG. 5**



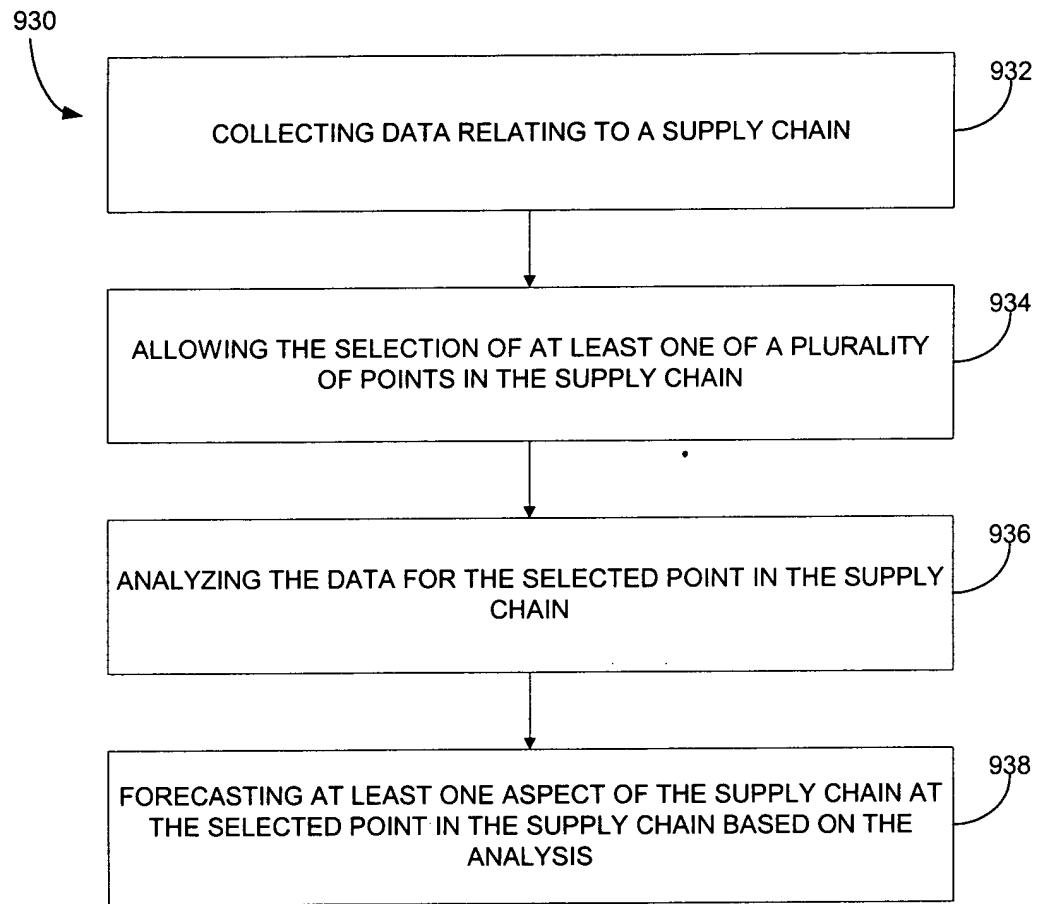
**FIG. 6**



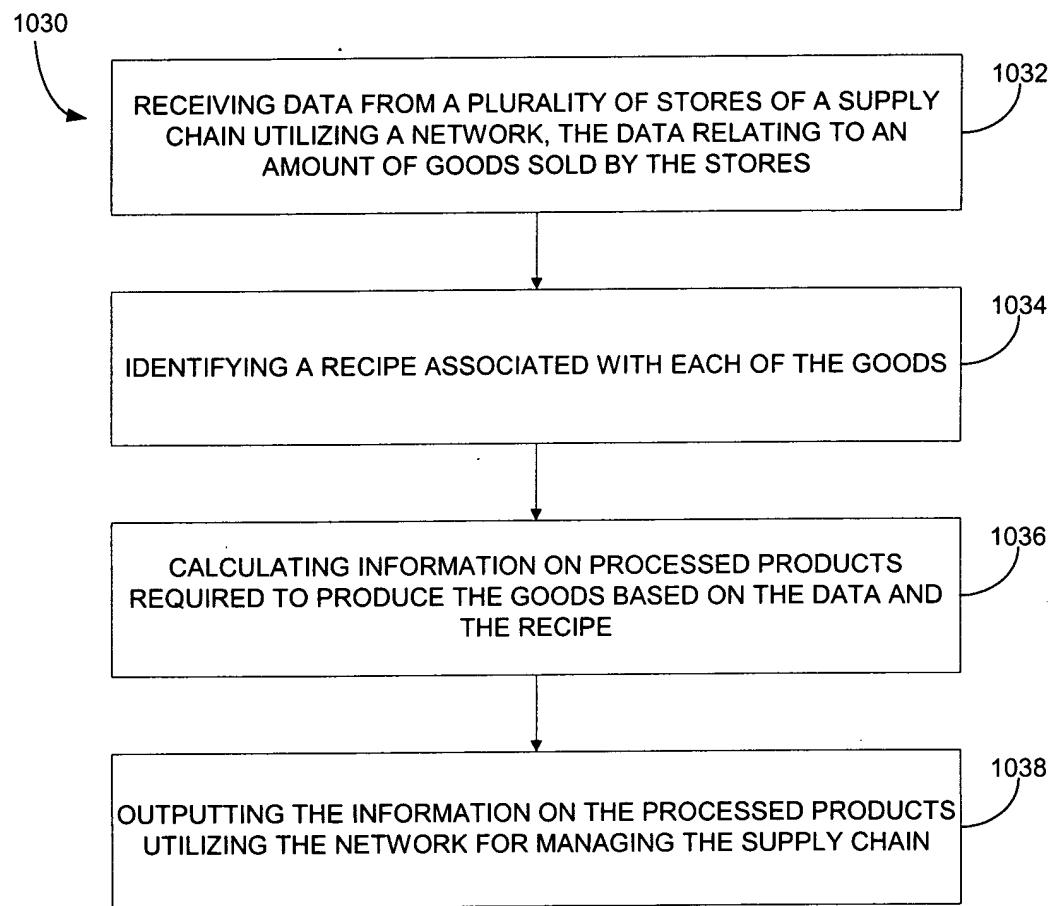
**FIG. 7**



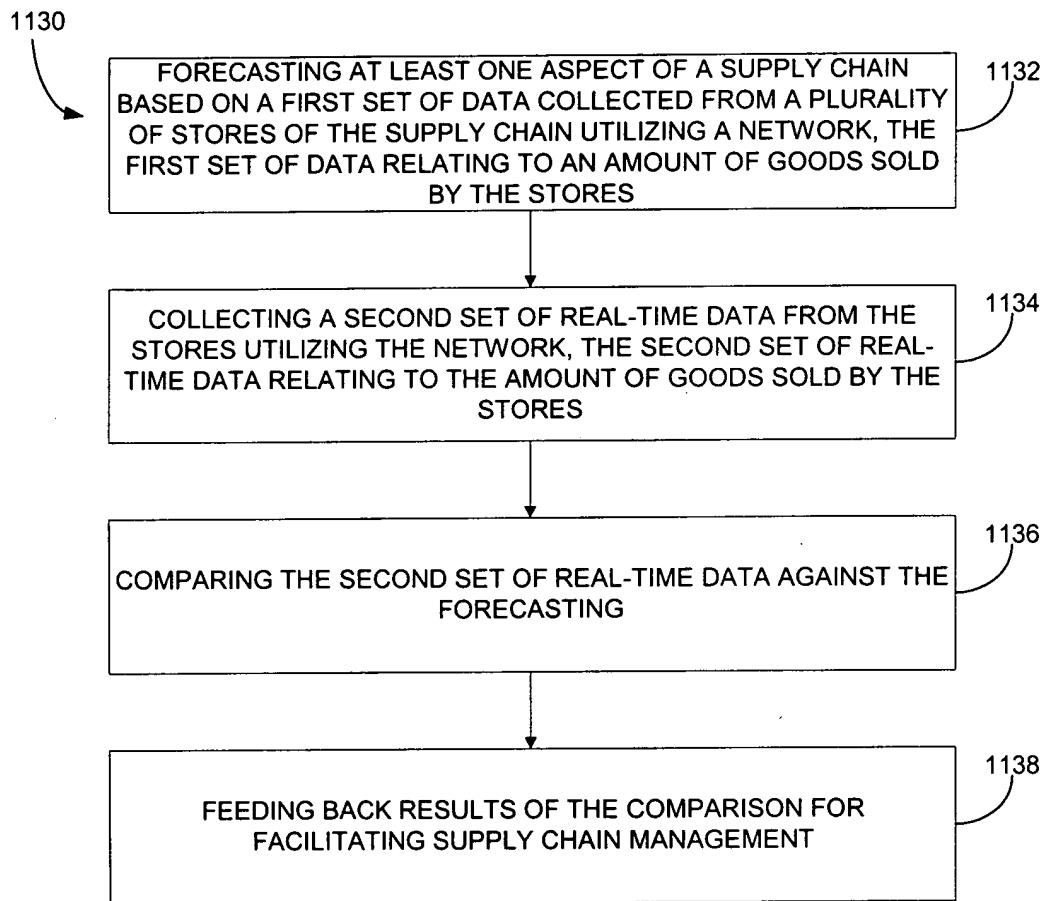
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

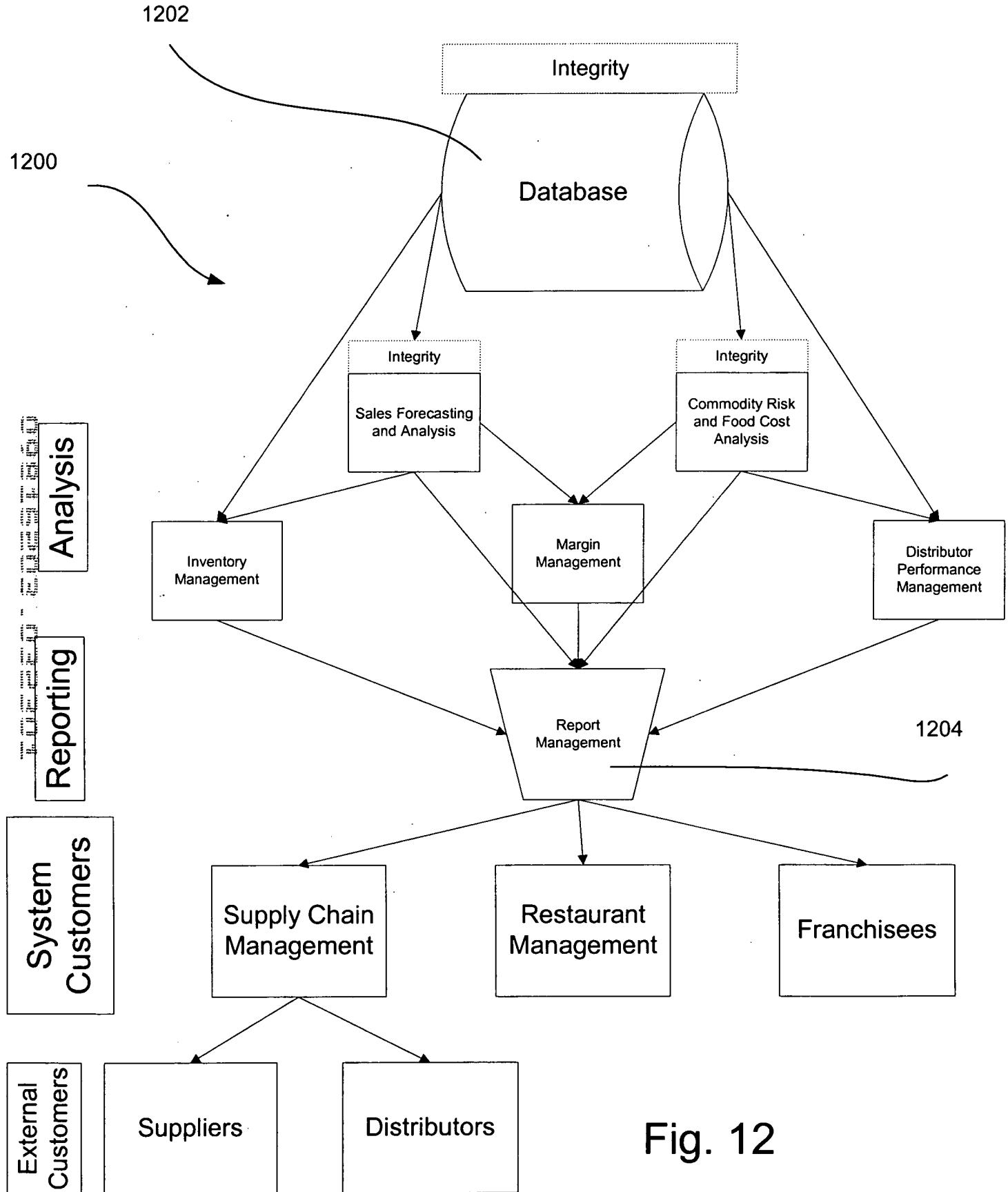
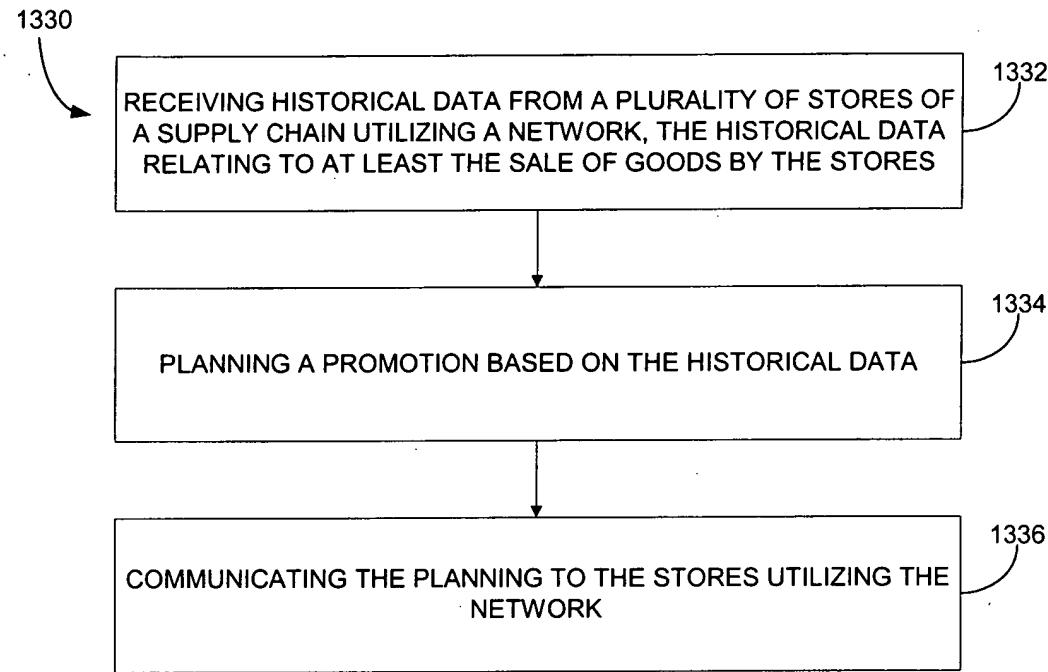
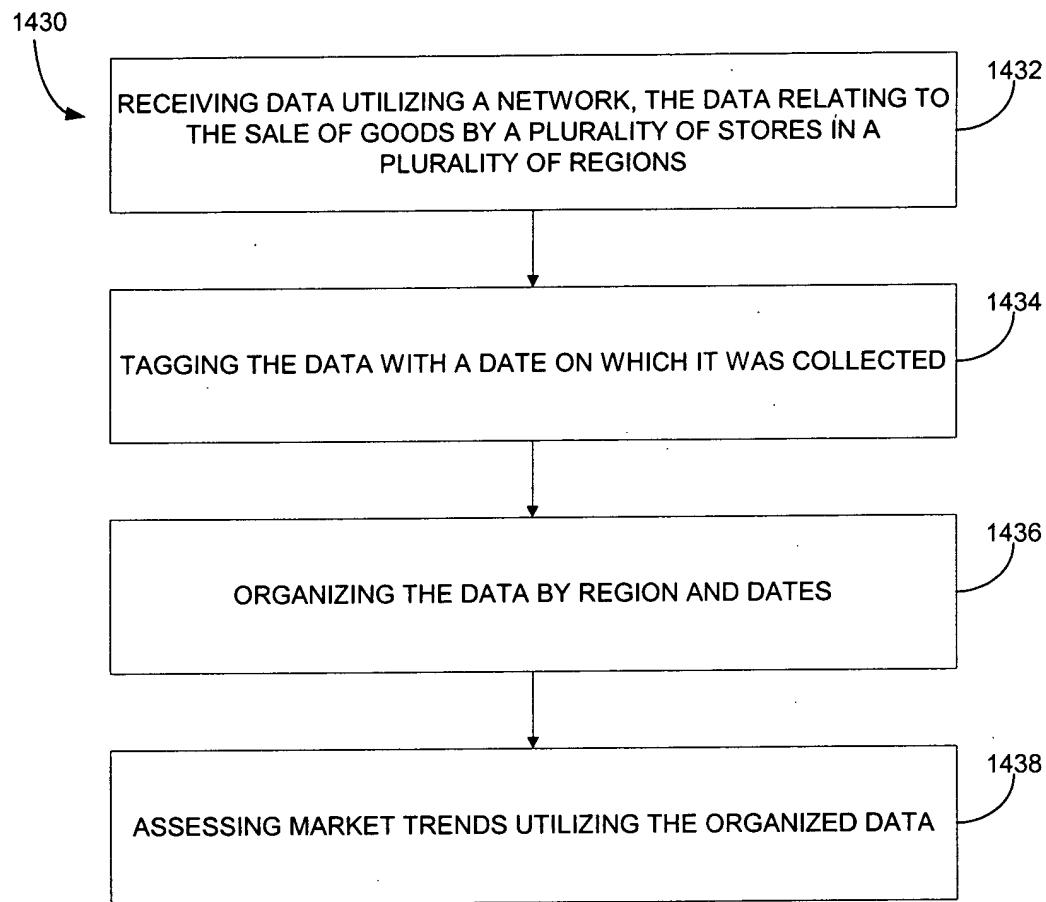


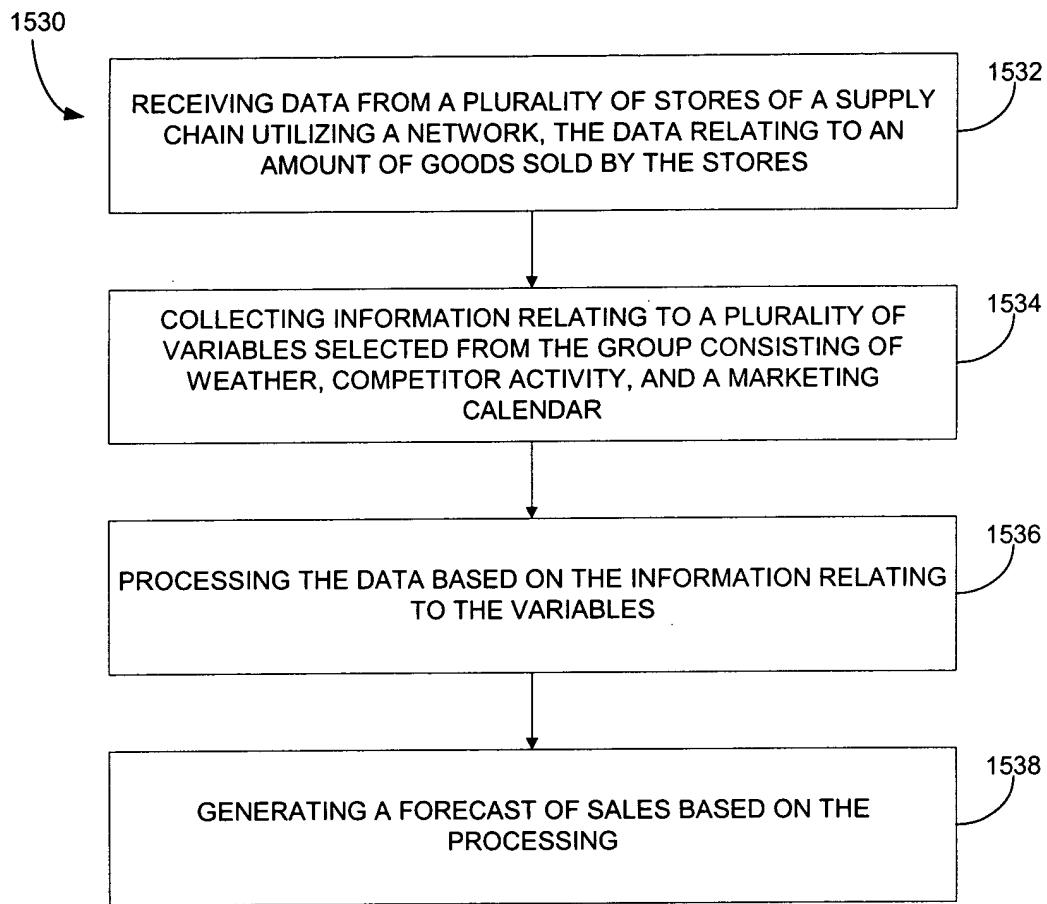
Fig. 12



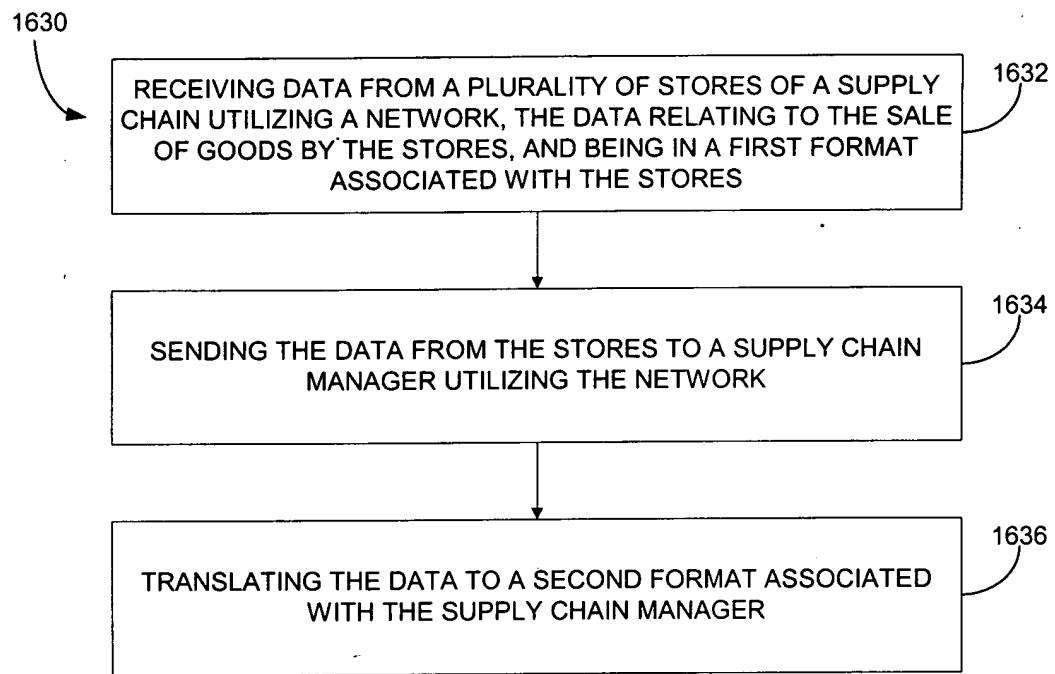
**FIG. 13**



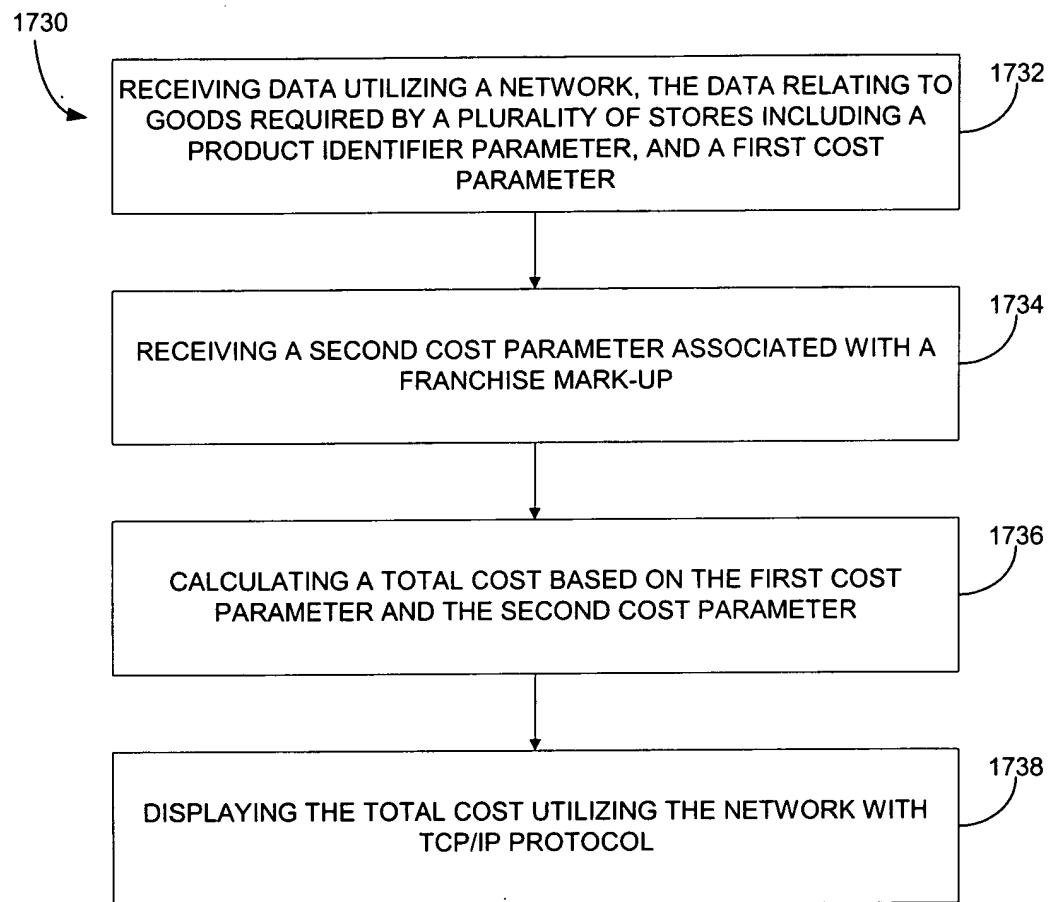
**FIG. 14**



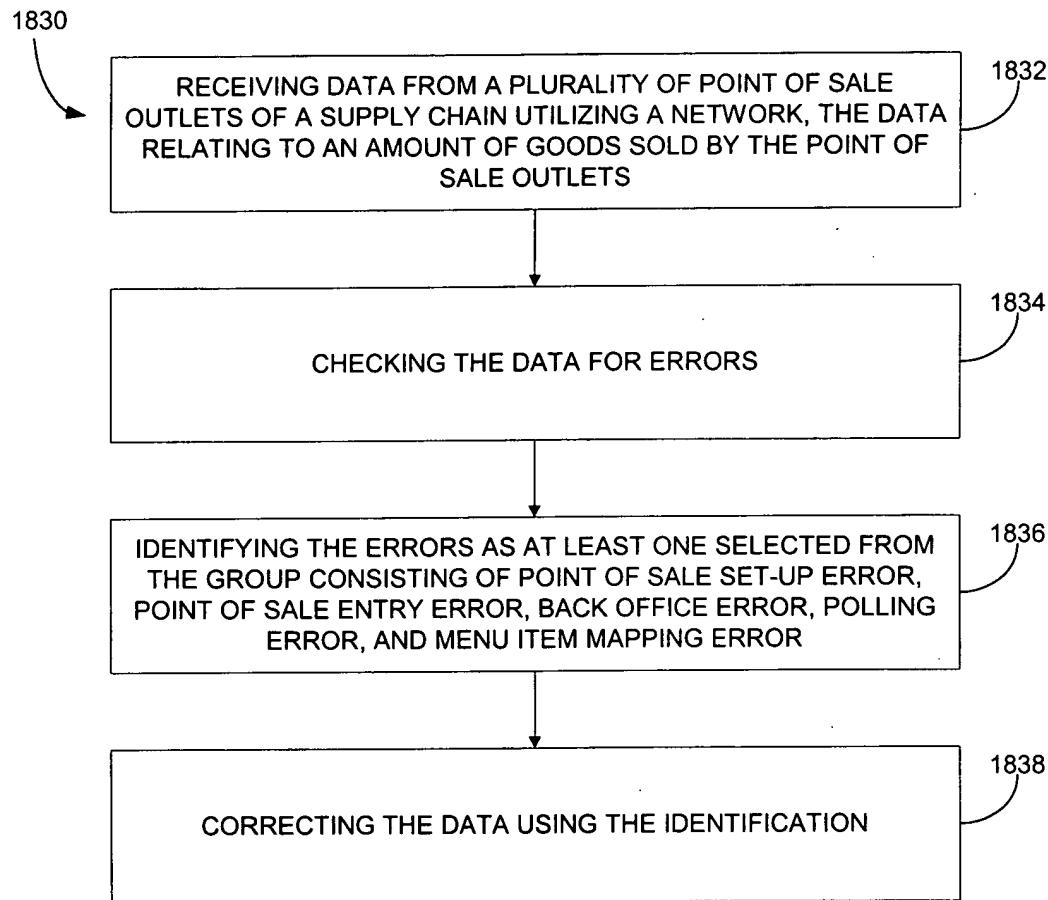
**FIG. 15**



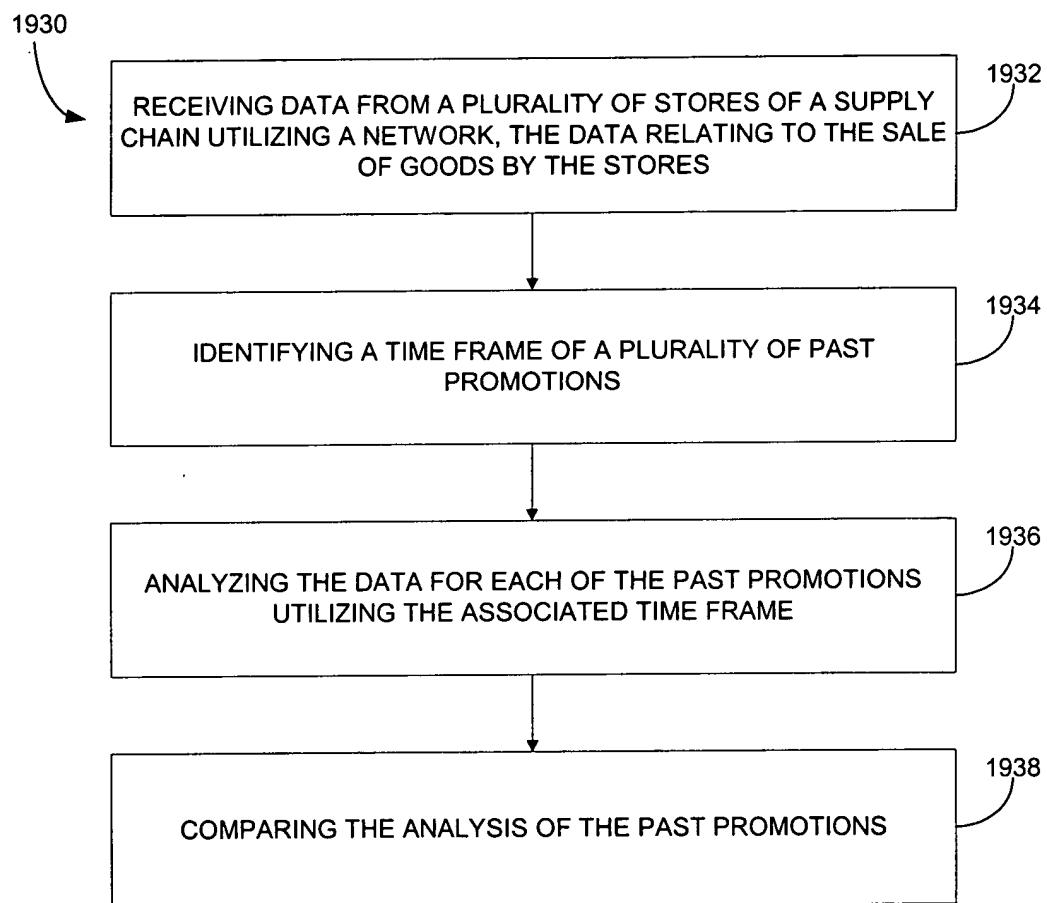
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

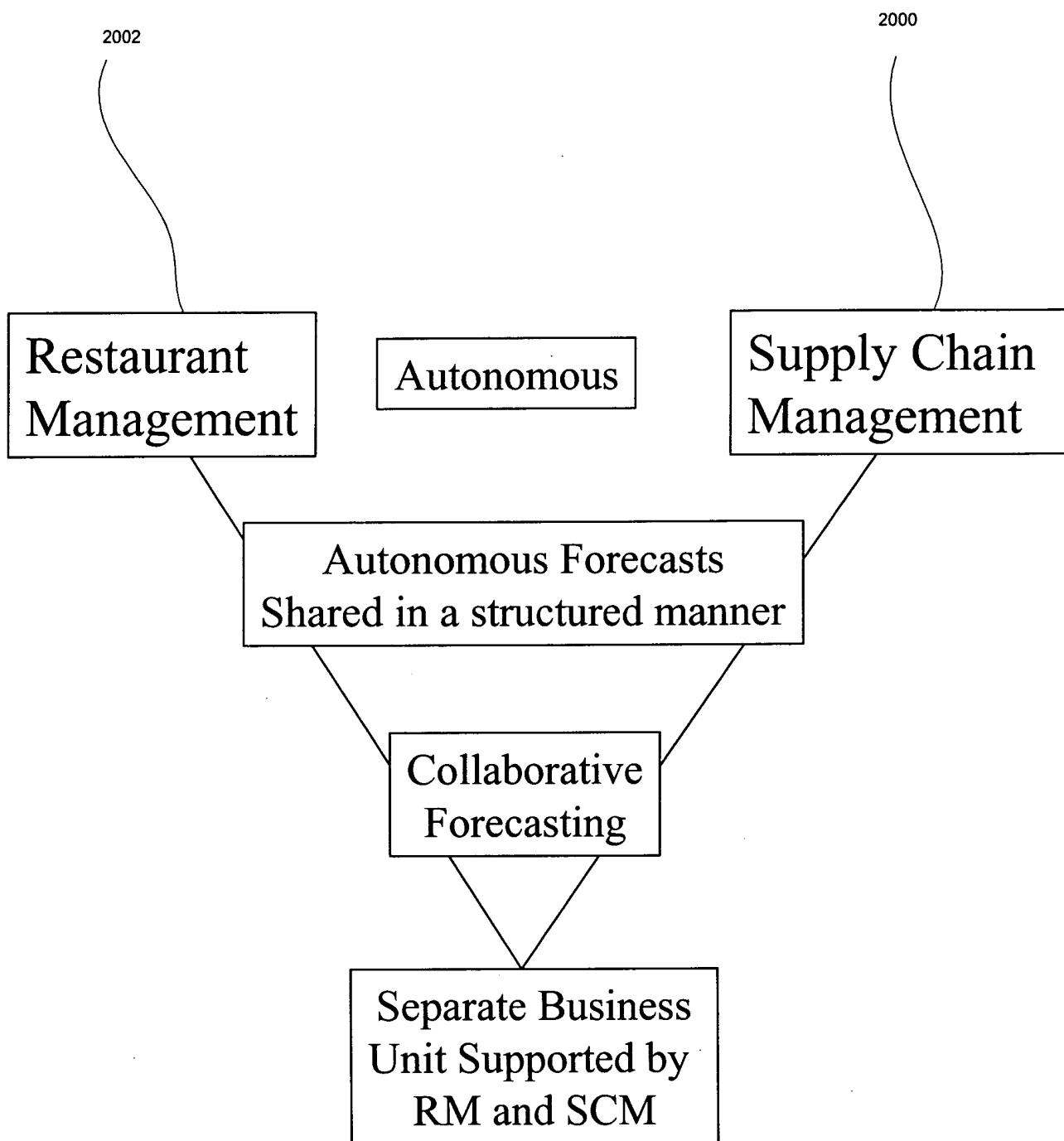
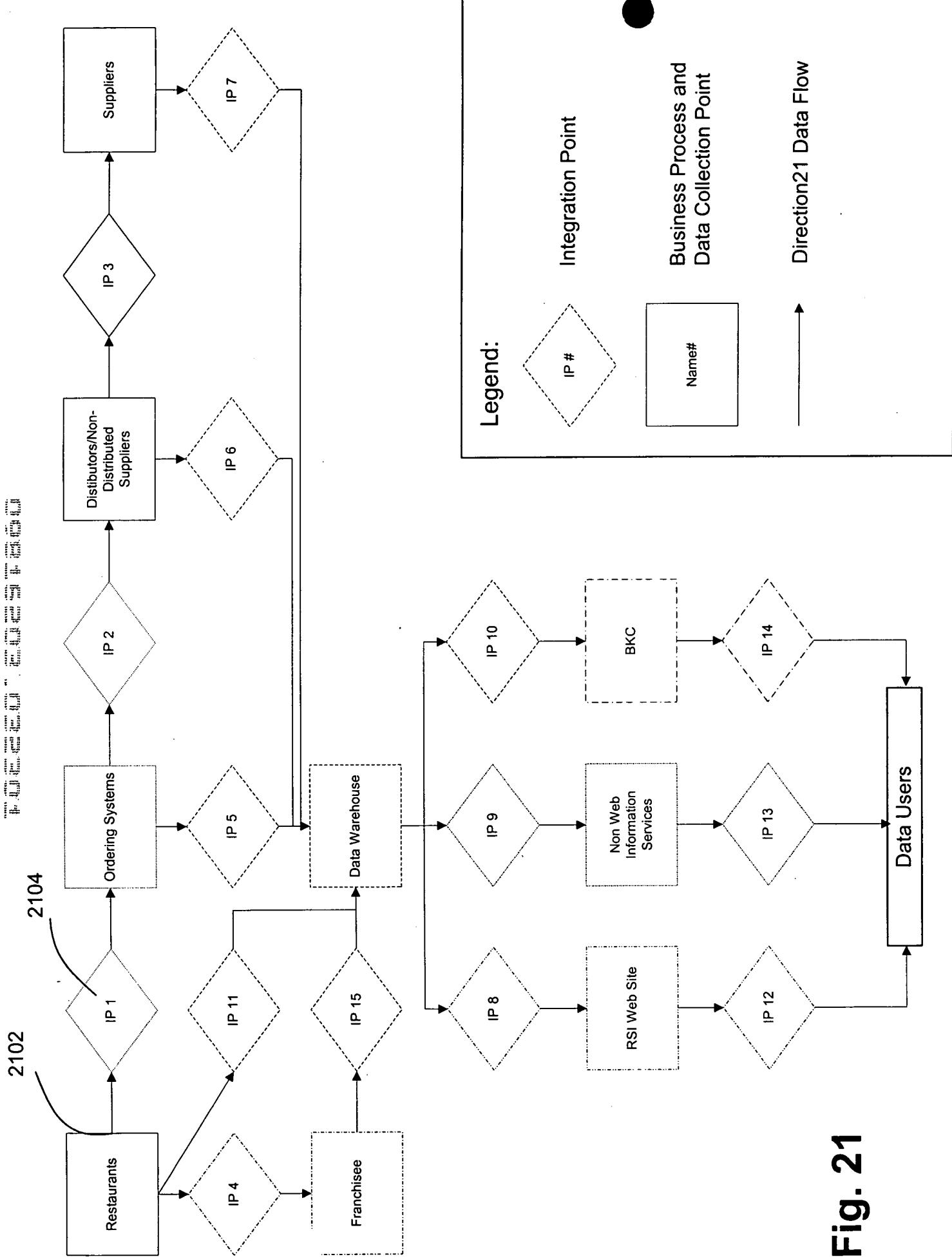
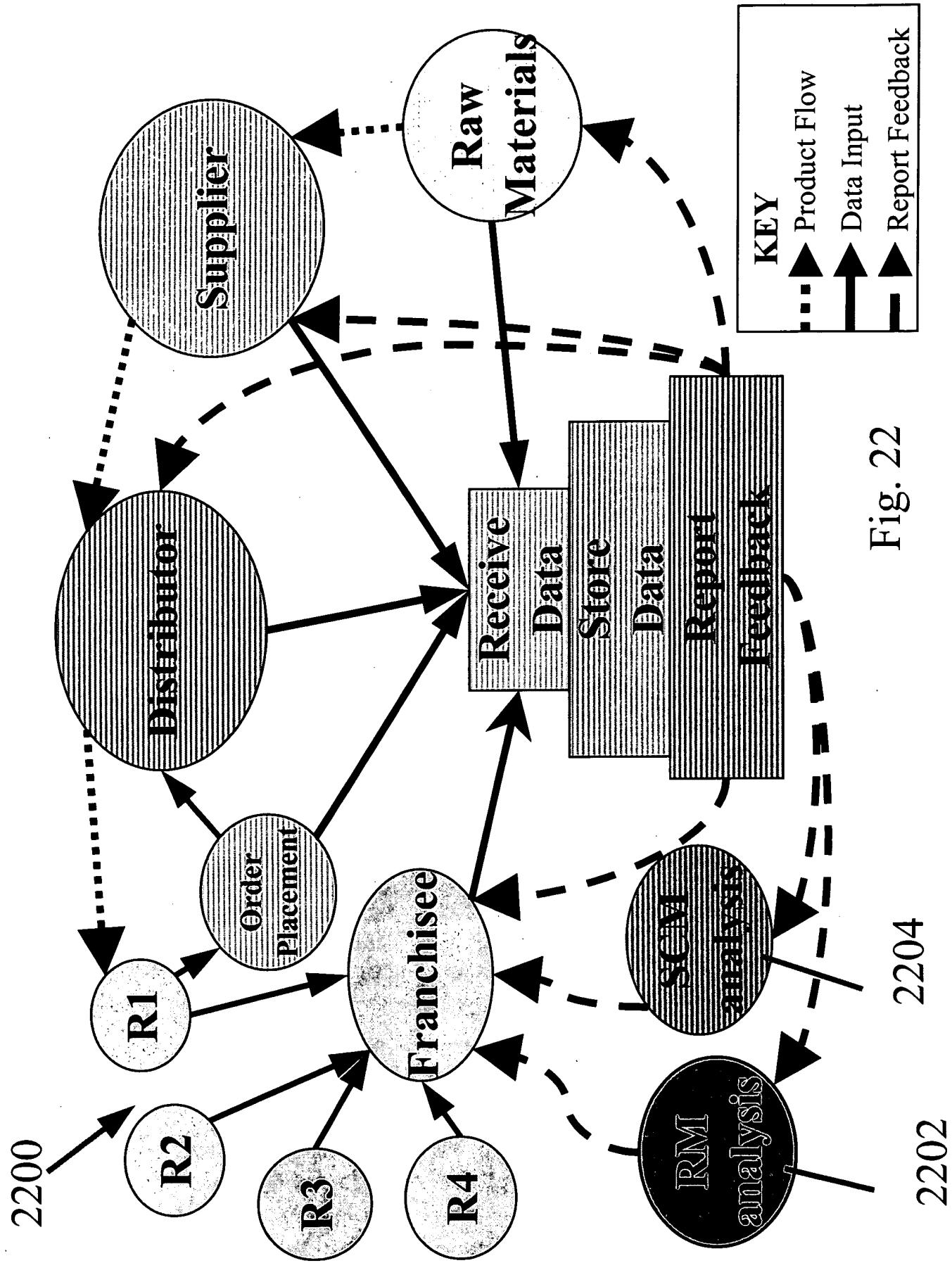
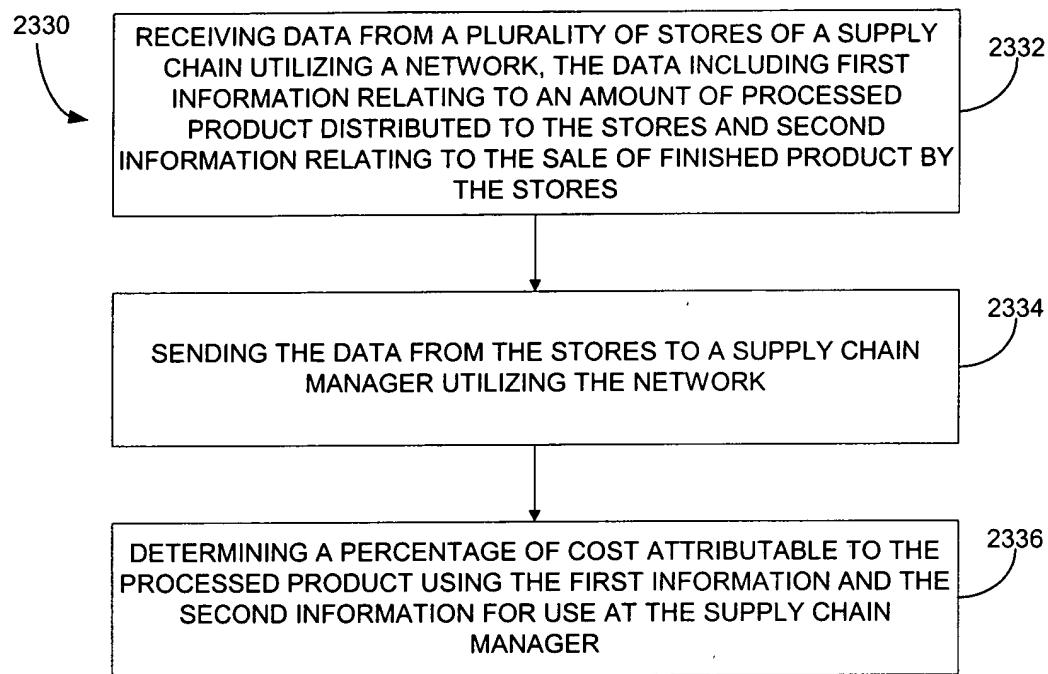


Fig. 20

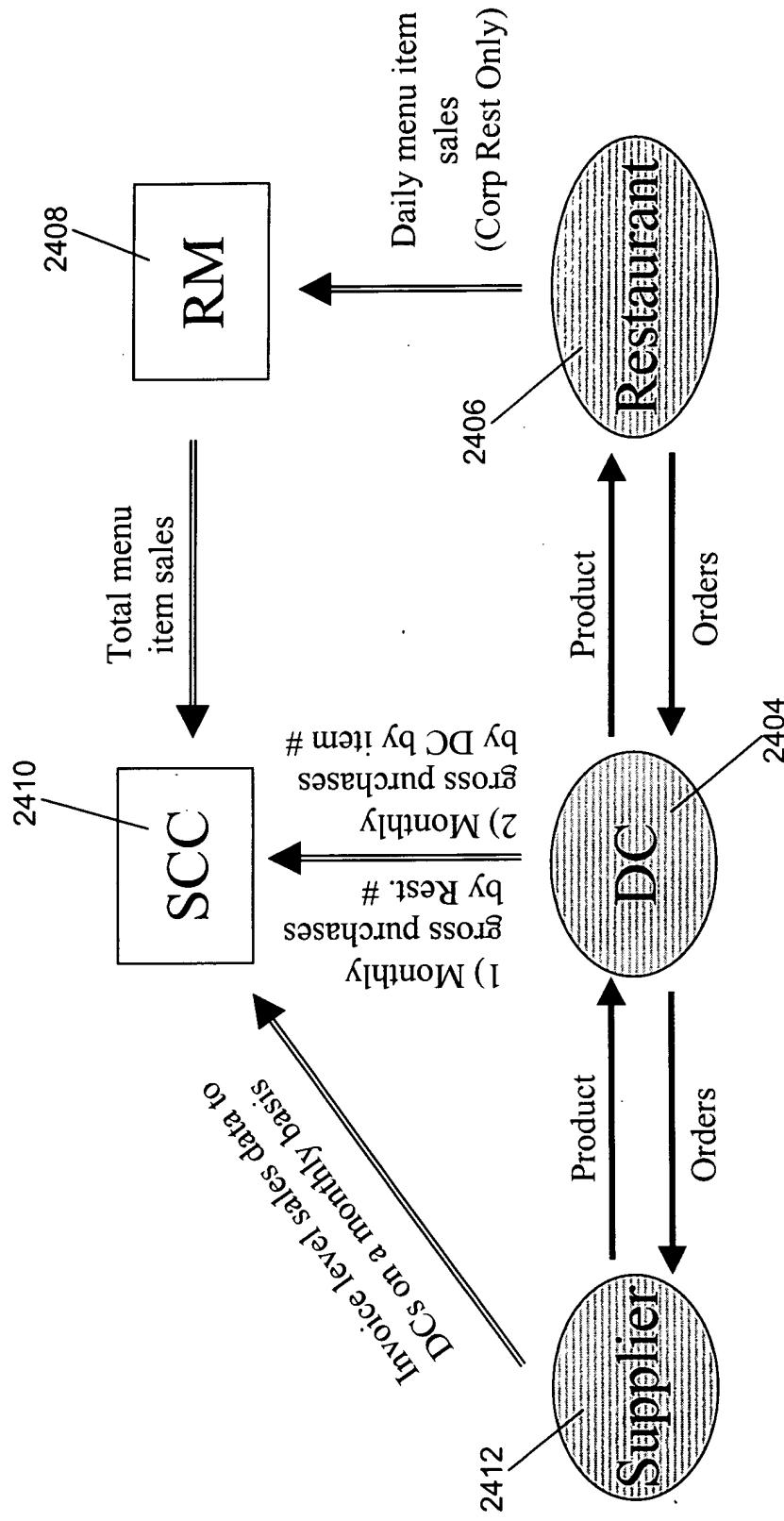




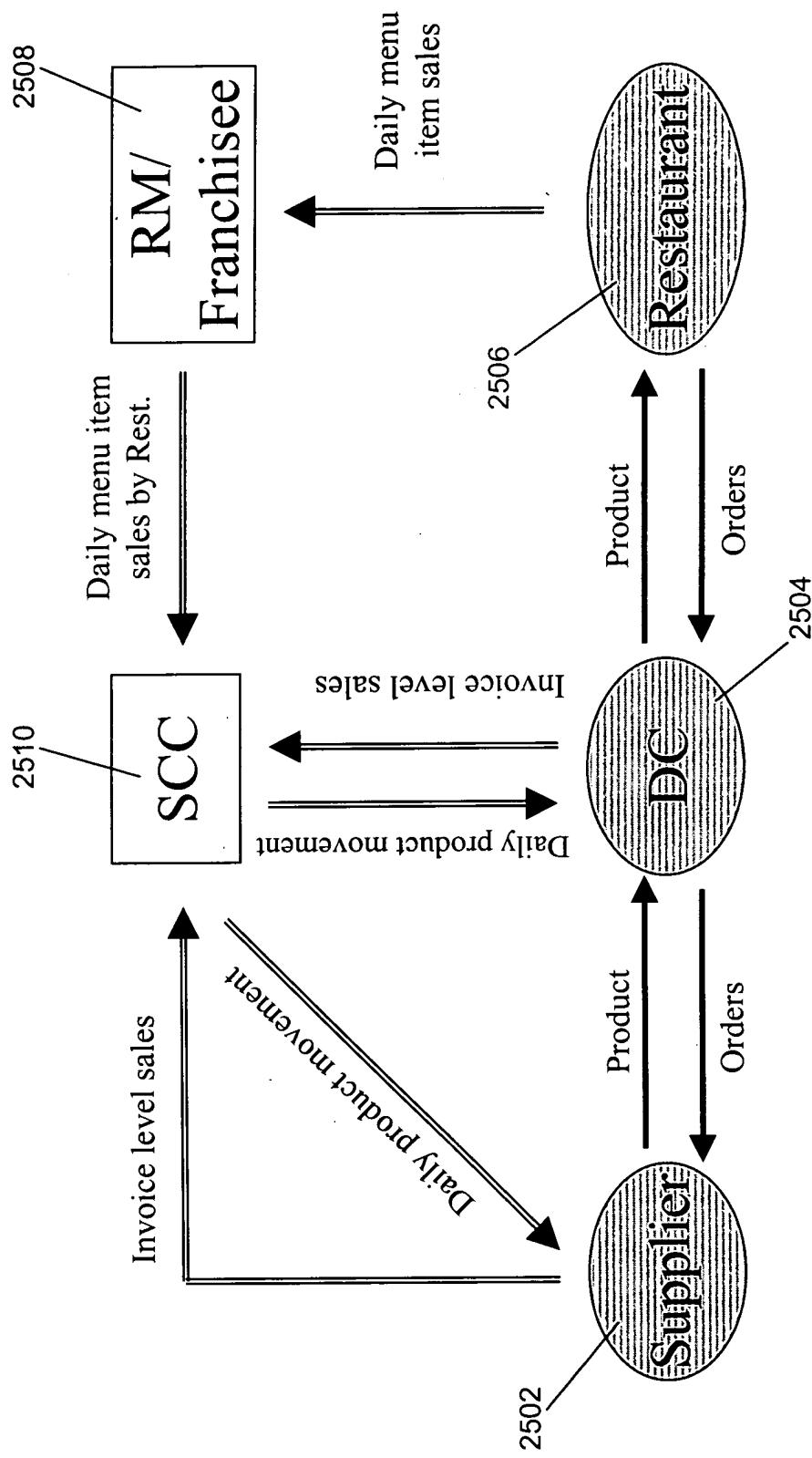


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

260

2602

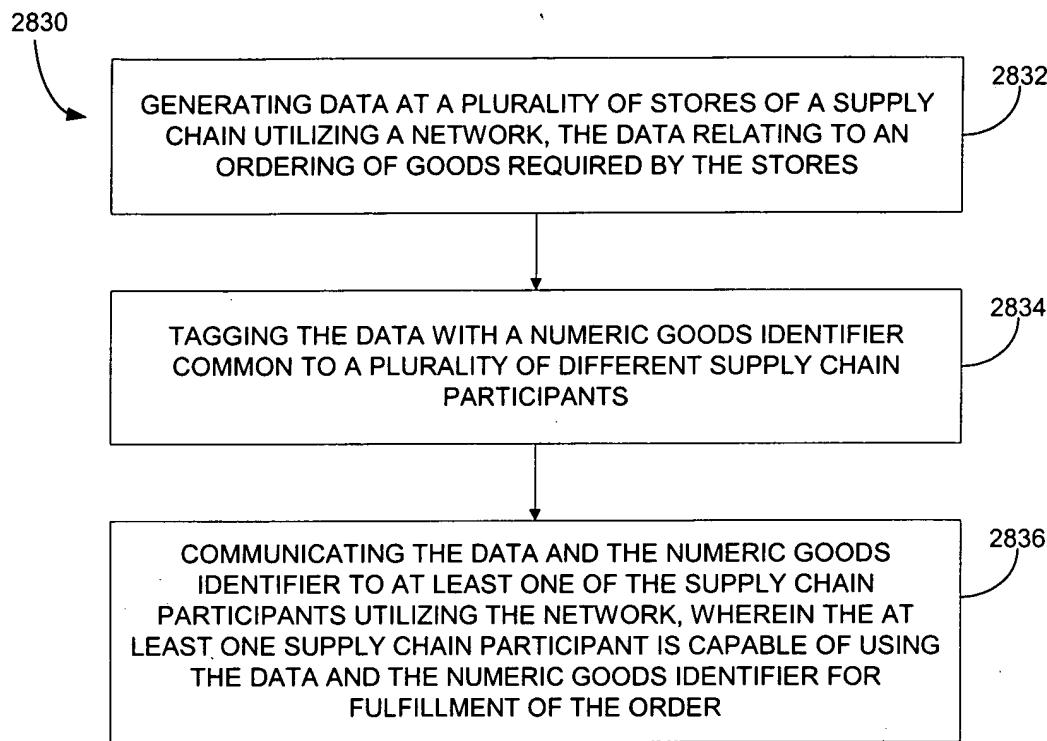
2604

## Sales Forecast Worksheet - System

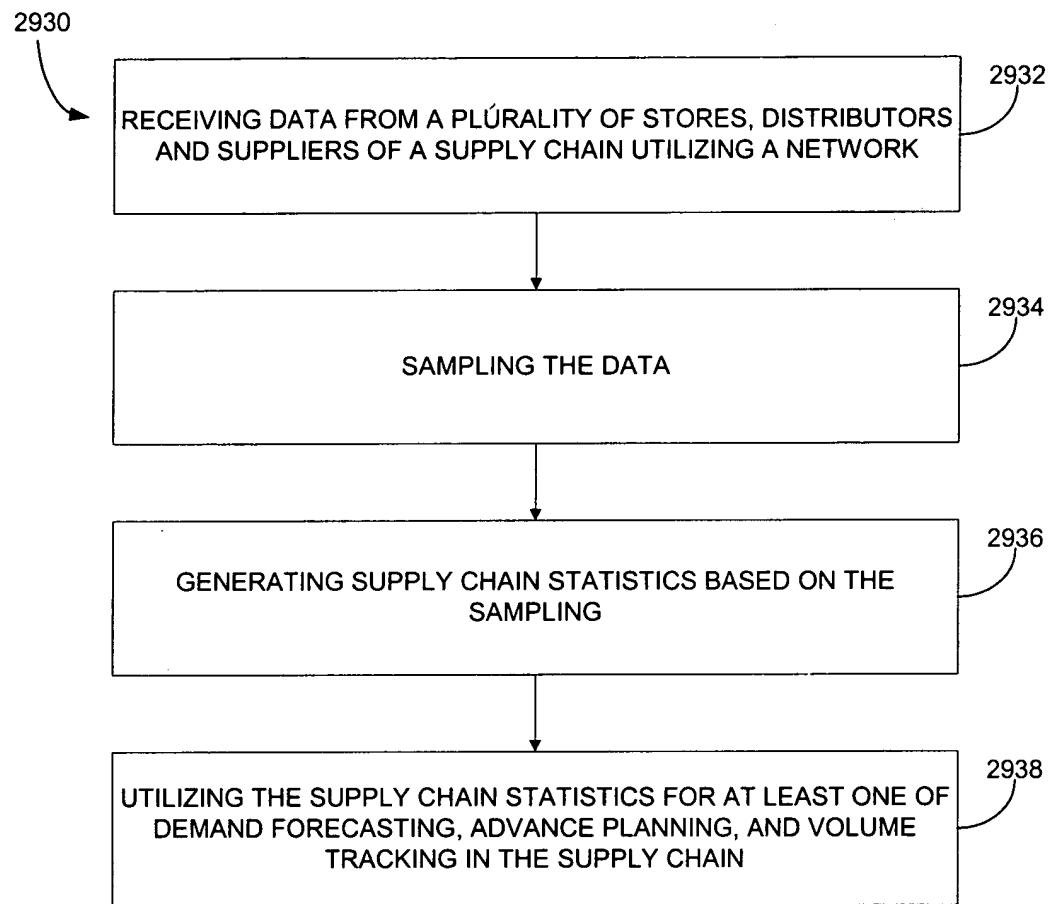
FIG. 27

2700

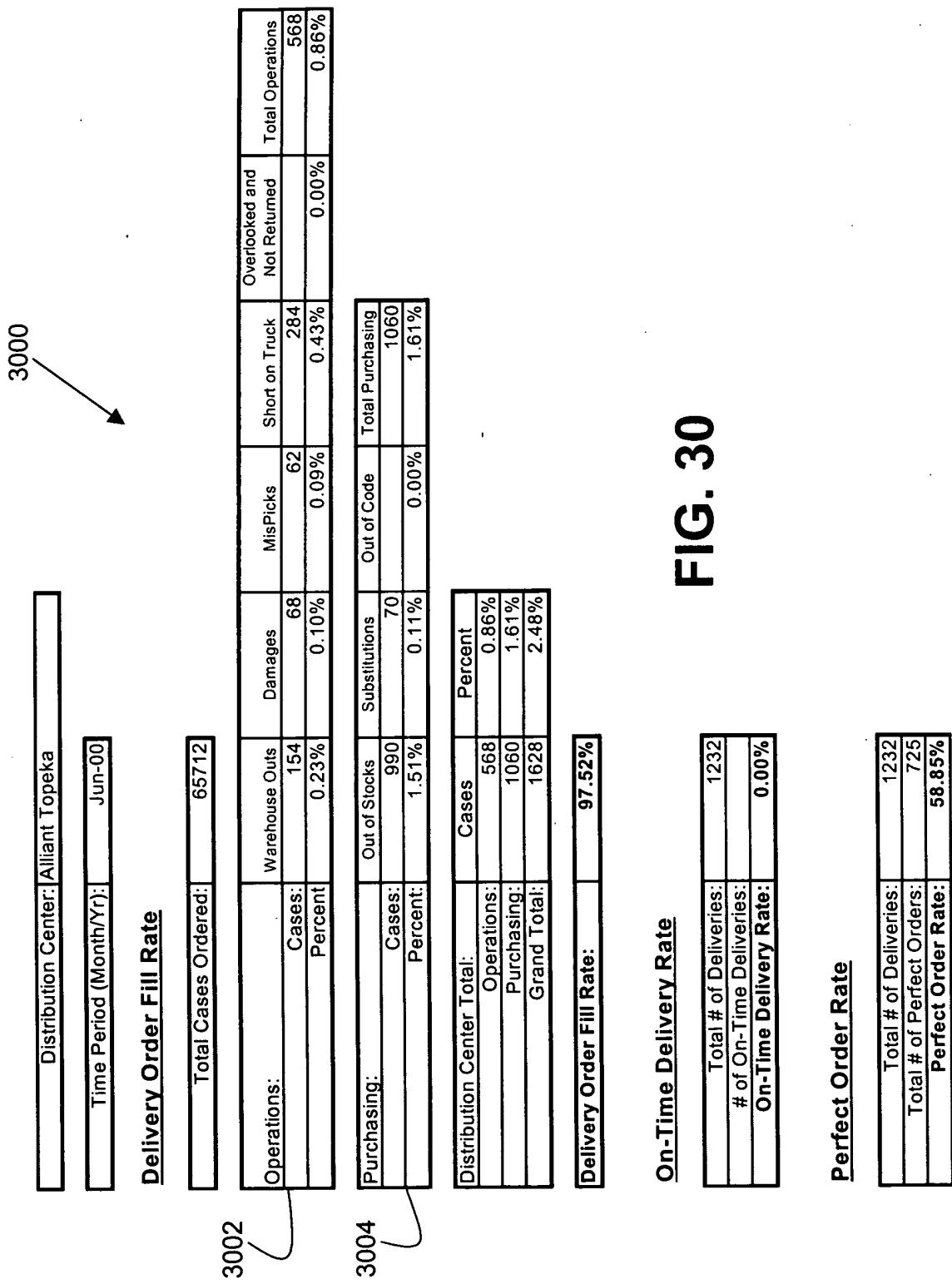
Promotional Monitor - System & Regional													
		History			Week #1								
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products (units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%



**FIG. 28**

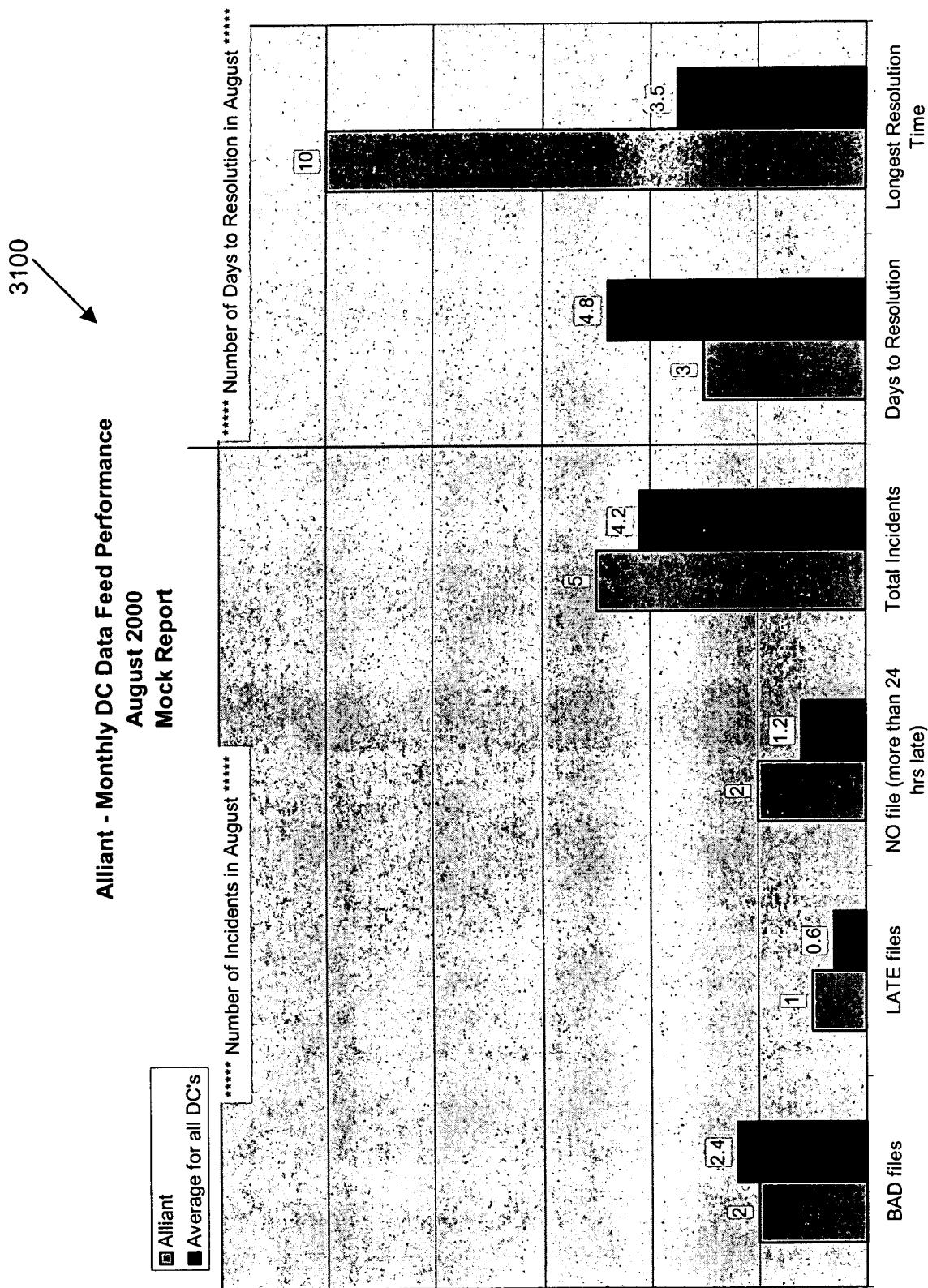


**FIG. 29**



**FIG. 30**

**FIG. 31**





## Service Level Reporting August

3200

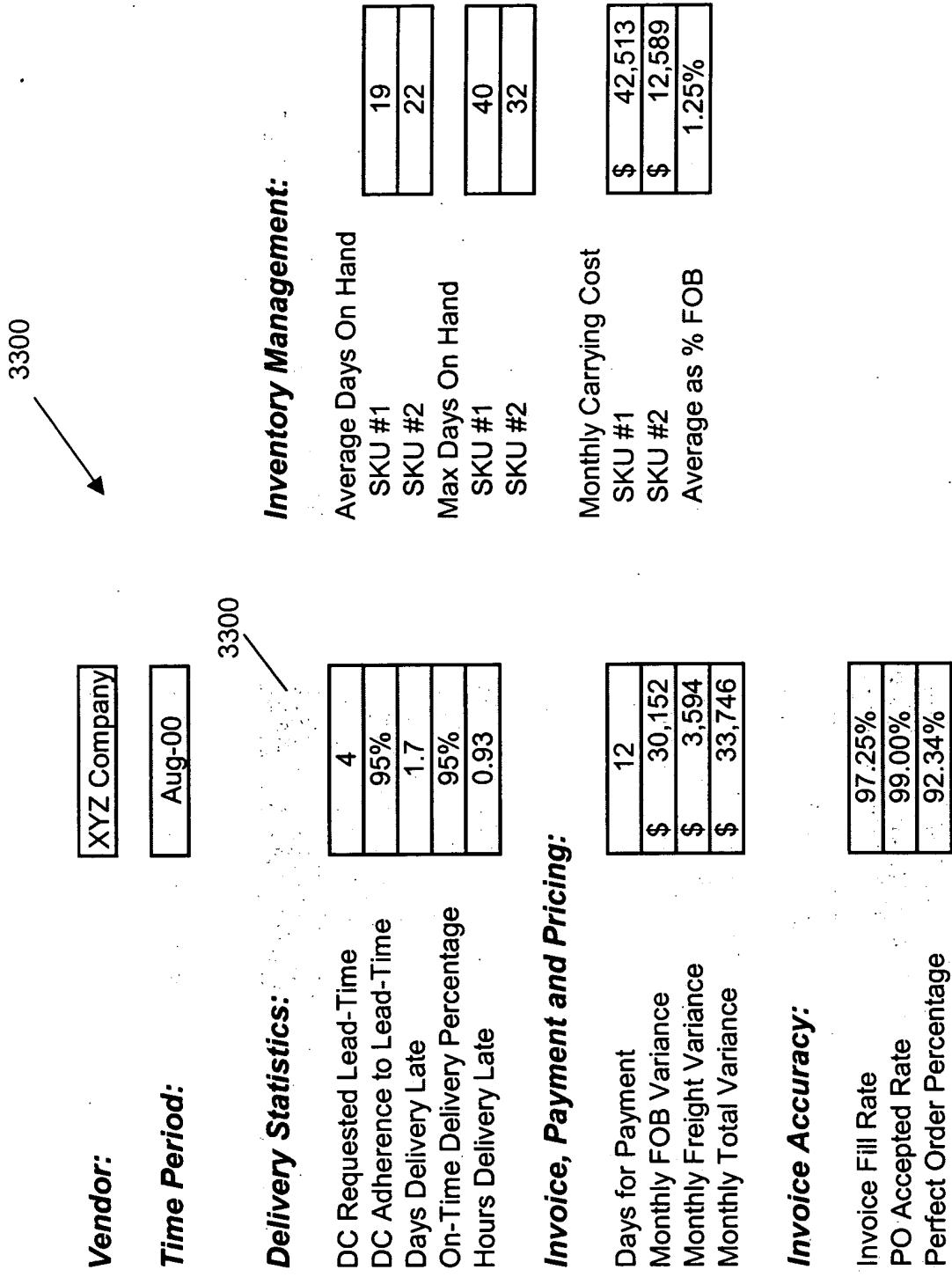
	Fill Rate	On-Time	Perfect Order
AlliantPaducah	98.14%	80.06%	
AlliantTopper	98.05%	98.71%	
AlliantWixom	98.34%	92.91%	78.70%
KingAtlanta	98.45%	98.48%	80.60%
KingJacksonville	98.45%	94.53%	88.68%
KingLouisville	98.45%	94.53%	88.68%
Mannes29Connell	98.41%		79.25%
Mannes30Cleveland			
MannesLongIsland	98.41%		79.83%
MannesNewEngland	98.41%		#DIV/0!
MBMEdmonton	98.13%	92.15%	#DIV/0!
MBMLewisville	98.45%	92.48%	#DIV/0!
MBMOrlando	98.45%	92.60%	#DIV/0!
MBMIRockyMount	98.13%	92.48%	#DIV/0!
MECAbbas	98.05%	99.77%	88.84%
MCLaneLubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas&Co.	98.05%	88.04%	65.27%
PFD Supply	98.16%	80.73%	80.12%
PEGVictoria	98.44%	#DIV/0!	
RYA/Monarch	99.20%	97.74%	
ReinhartCedarRapids	98.05%	98.45%	
ReinhartOakCreek	98.31%	93.65%	
ReinhartRogers	98.50%	95.48%	
RestaurantsNW	99.03%	89.07%	80.47%
Shamrock CommerceCity	98.50%	94.83%	85.13%
ShamrockPhoenix	98.81%	89.83%	
SigmaHarrisburg	98.65%		82.98%
SigmaStockton	98.38%		
Sysco	99.68%	100.00%	82.57%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK	Didnt't meet RSI Min.
	Didnt't meet BK Min.

**FIG. 32**

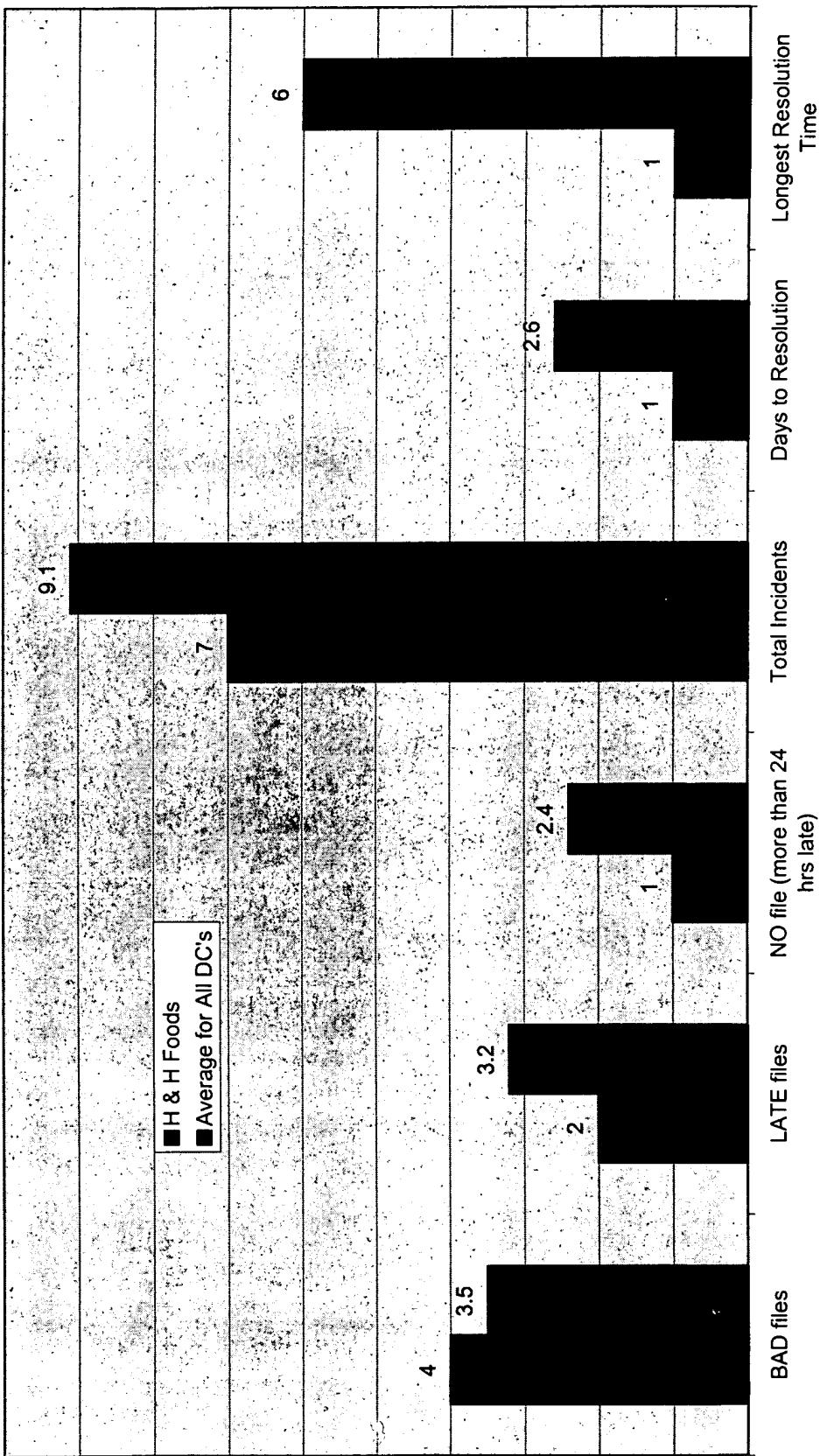
# FIG. 33



# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



**FIG. 35**



3500

## Service Level Reporting November - Mock Report

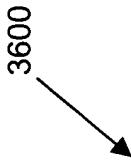
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,902	94.86%	23.33%
COWARKINSTRUMENTING	\$1	97.33%	24.1%
WHITEFORD FOODS INC.	\$1	97.33%	24.1%
LEPAGE BAKERY/COUNTRY KITCHEN	\$3,740	92.1%	21.6%
NGRSYS STEWEDIA	\$0	92.1%	1.03%
SIGNATURE MEATS GROUP	\$0	95.1%	1.60%
SCHWEBEL'S BAKING CO	\$0	95.1%	1.23%
MAULICUP	\$0	95.1%	1.23%
MIRAPLASTICS	\$0	95.1%	1.23%
DIXIE PRODUCE & PACKAGING	\$0	95.1%	1.23%
NORVIAKING	\$0	95.1%	1.23%
FORT JAMES OPERATING COMPANY	\$0	95.1%	1.23%
FRESH ADVANTAGE KG	\$0	95.1%	1.23%
SILVER KING MFG CORP	\$0	95.1%	1.23%
TYSON FOODS	\$0	95.1%	1.23%
READY ACCESS	\$0	95.1%	24.4%
GEORGIA PACIFIC TISSUE	\$0	95.1%	25.1%
CLOUDGEREY PACKING	\$0	93.4%	2.06%
BEVERAGE JAR	\$0	93.4%	2.06%
COMPONENT HARDWARE GROUPING	\$0	93.4%	2.06%
COCA-COLA USA	\$1,909	93.15%	1.55%
TOASTMASTER	\$0	93.9%	22.20%
GRANTICOUNTY FOODS	\$0	93.9%	1.02%
FRESH EXPRESS	\$0	93.9%	21.93%
TAYLOR FARMS	\$3,428	93.3%	21.93%
MODULAR DISPENSING SYSTEM	\$0	93.3%	3.00%
CENTURY PRODUCTS, LLC	\$0	93.3%	3.00%
ROSE PACKING COMPANY	\$0	93.3%	3.00%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RS Min	\$5,000.00	92.00%	3.00%

OK
Did not meet RSI Min.

## Mock Report/1

3600

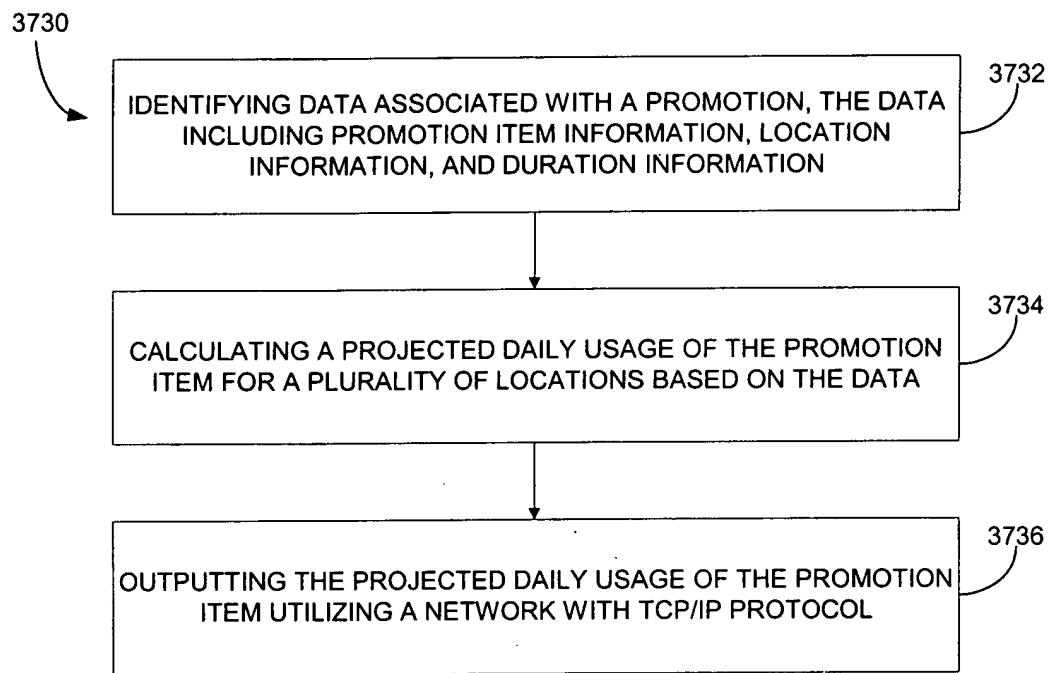


	FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59		0.30					
Good/(Bad)									
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

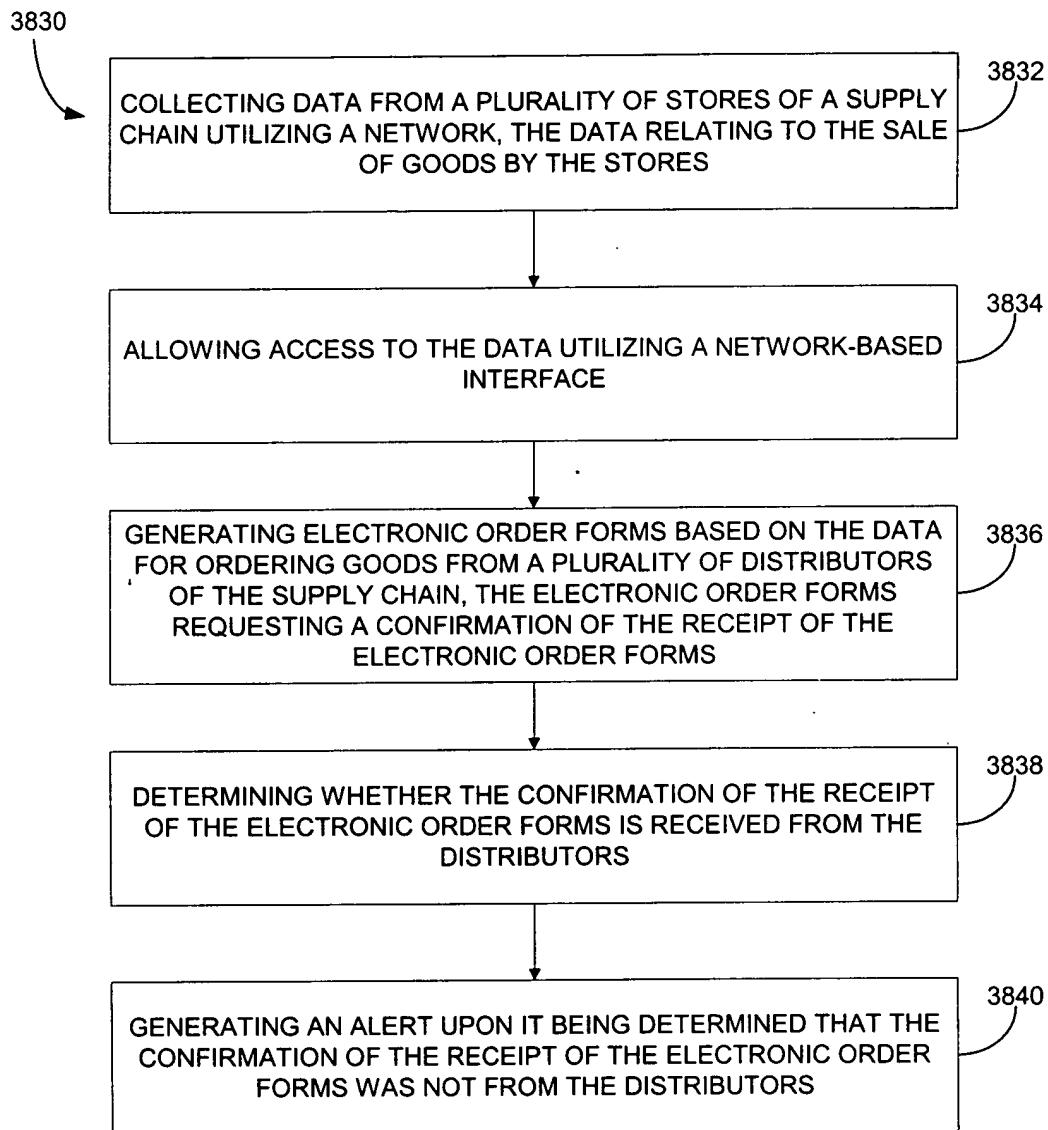
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

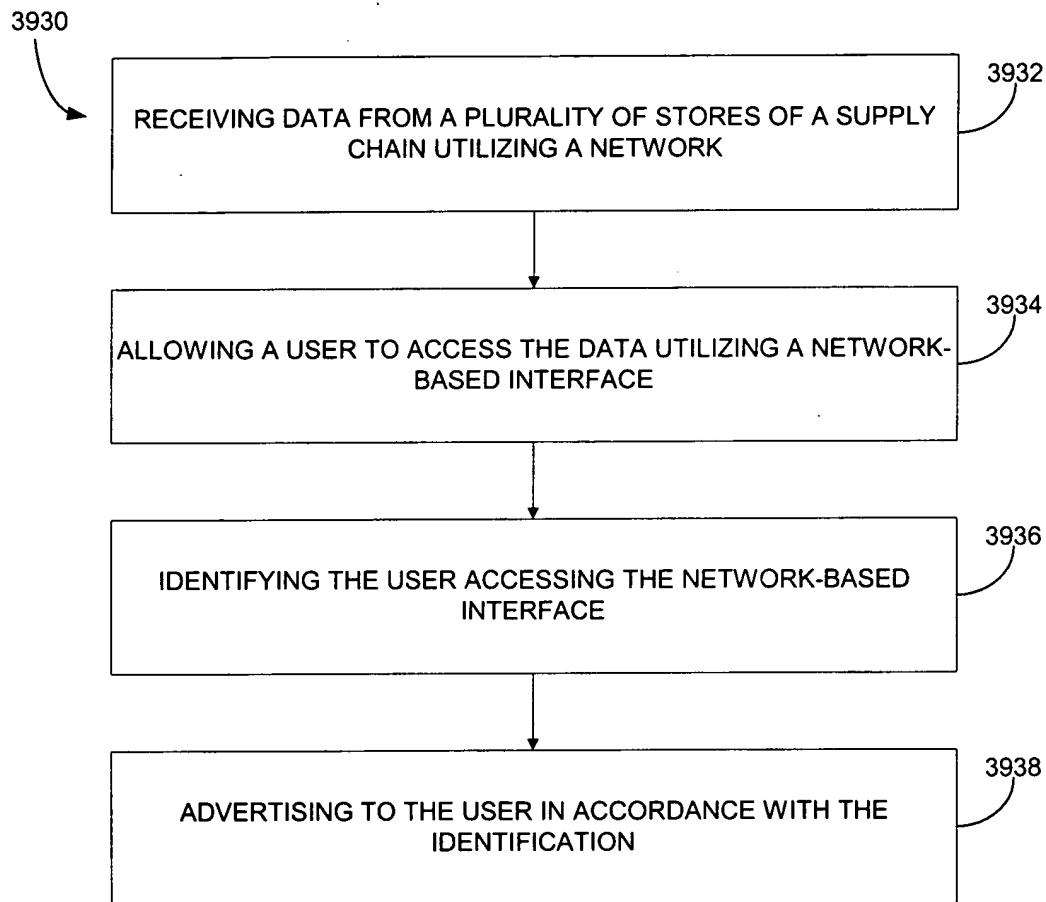
## FIG. 36



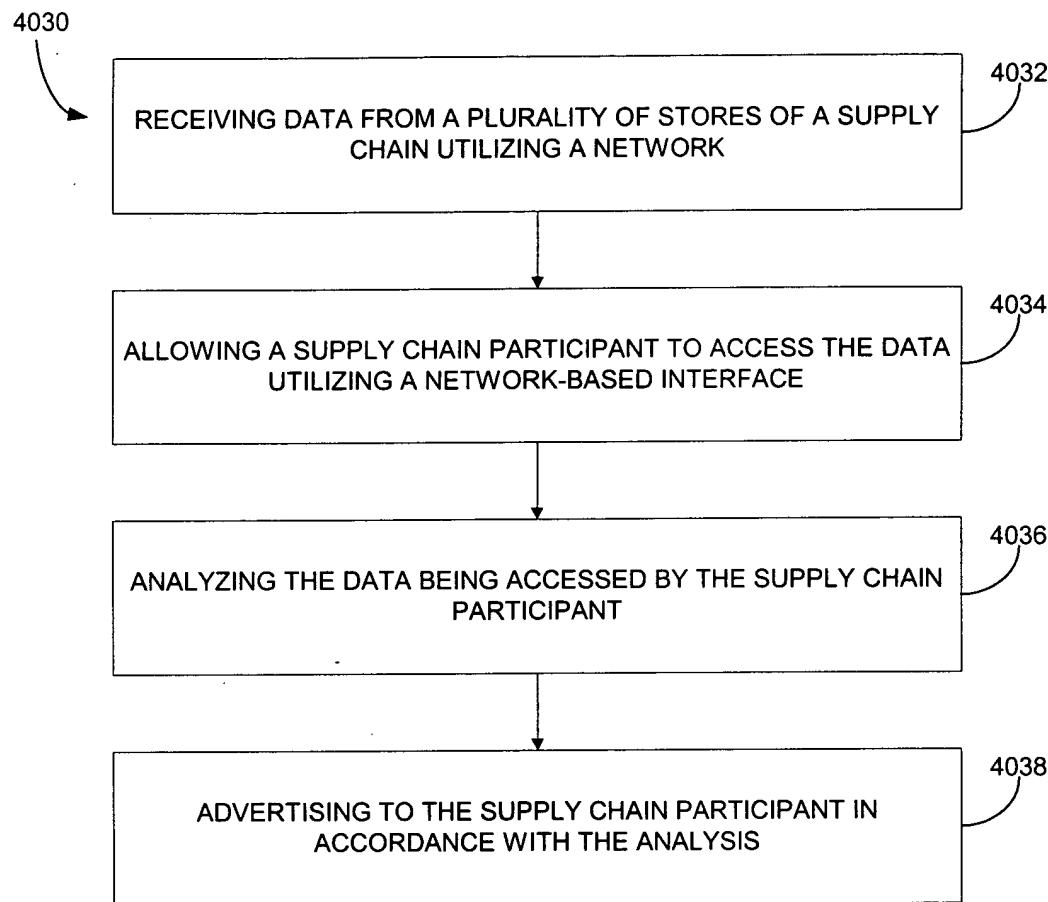
**FIG. 37**



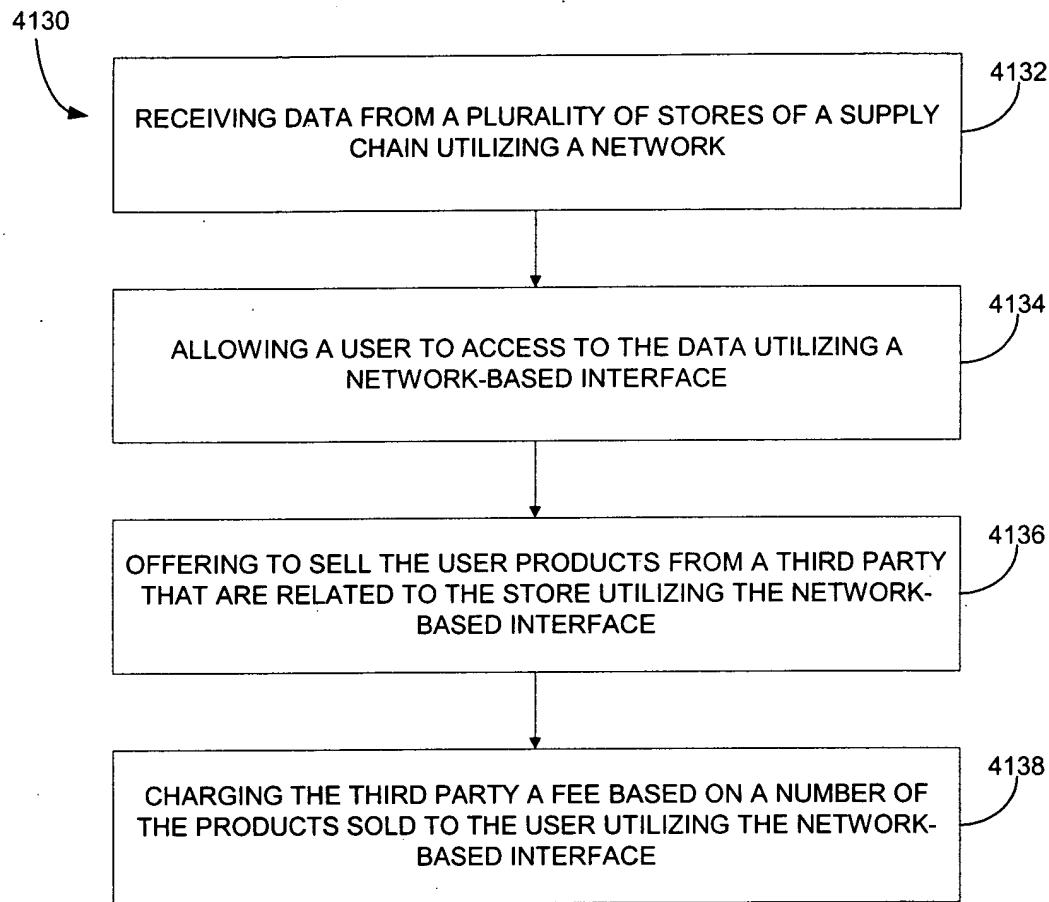
**FIG. 38**



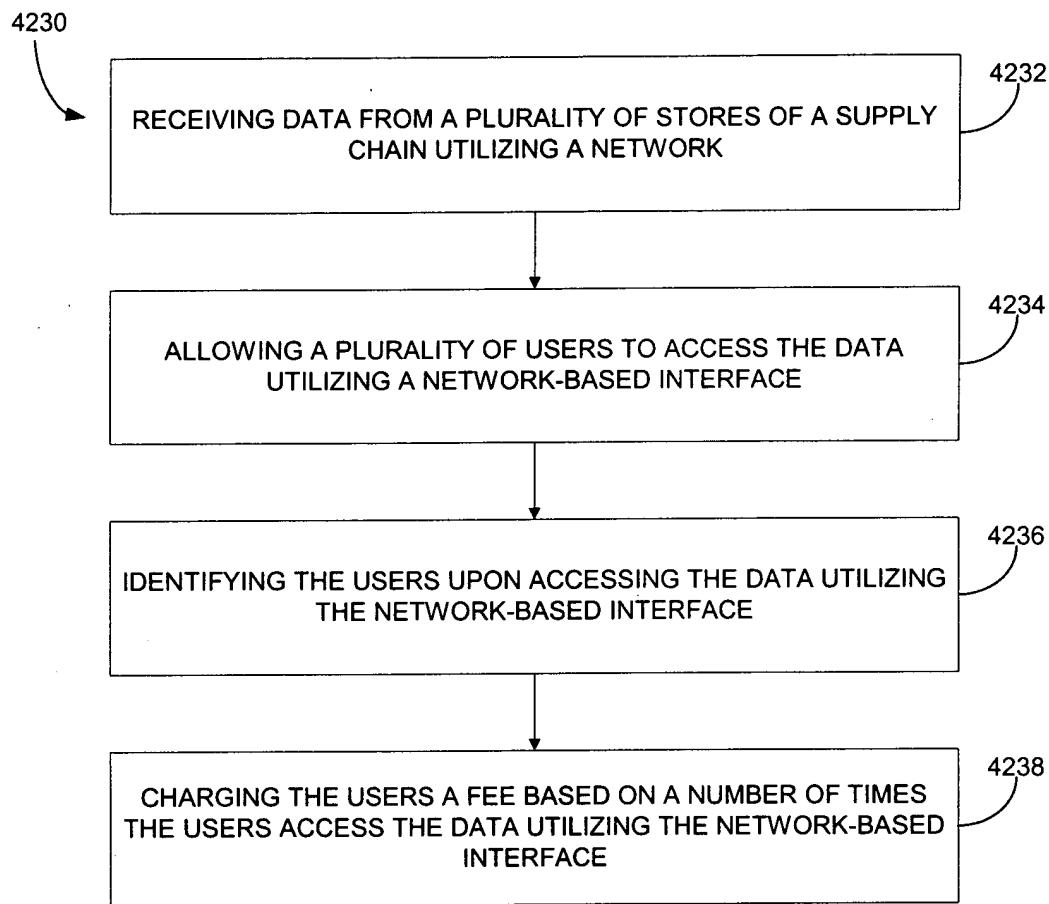
**FIG. 39**



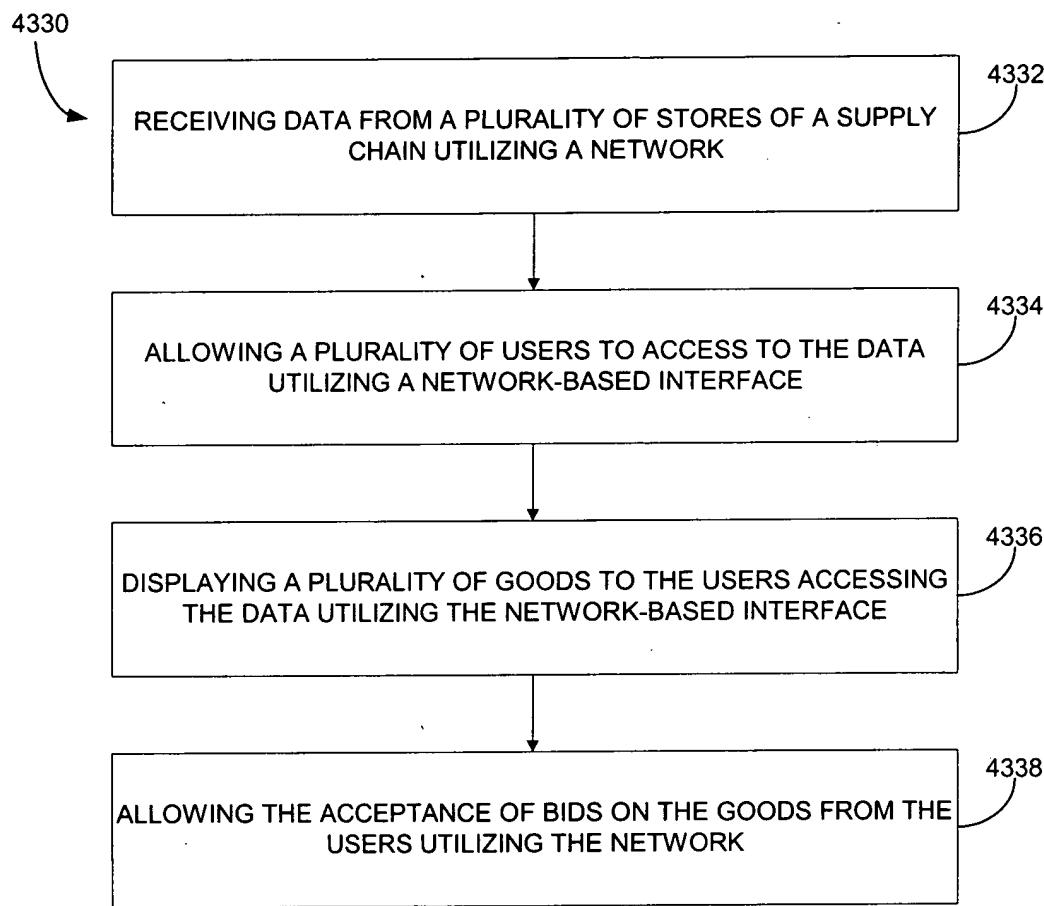
**FIG. 40**



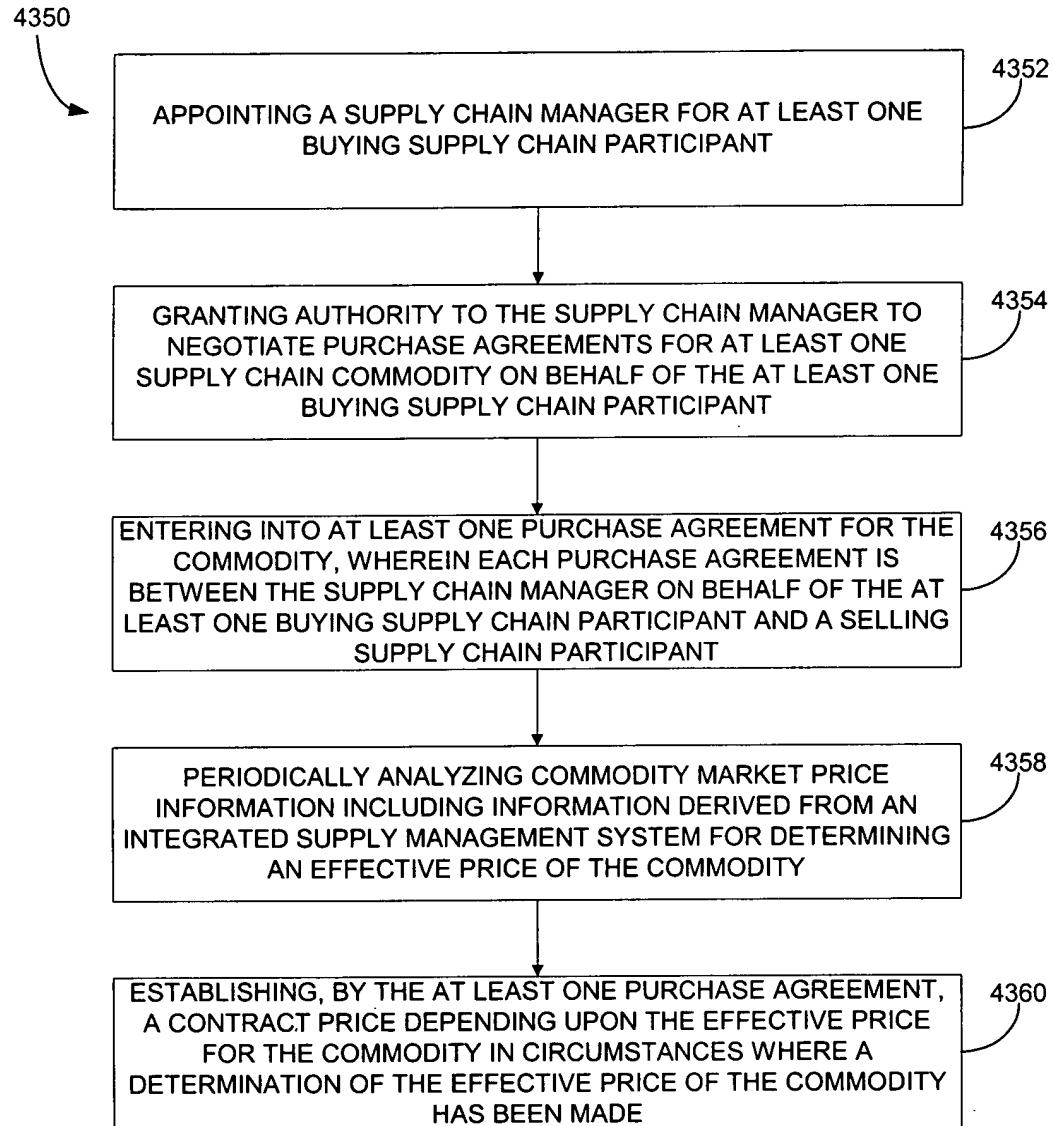
**FIG. 41**



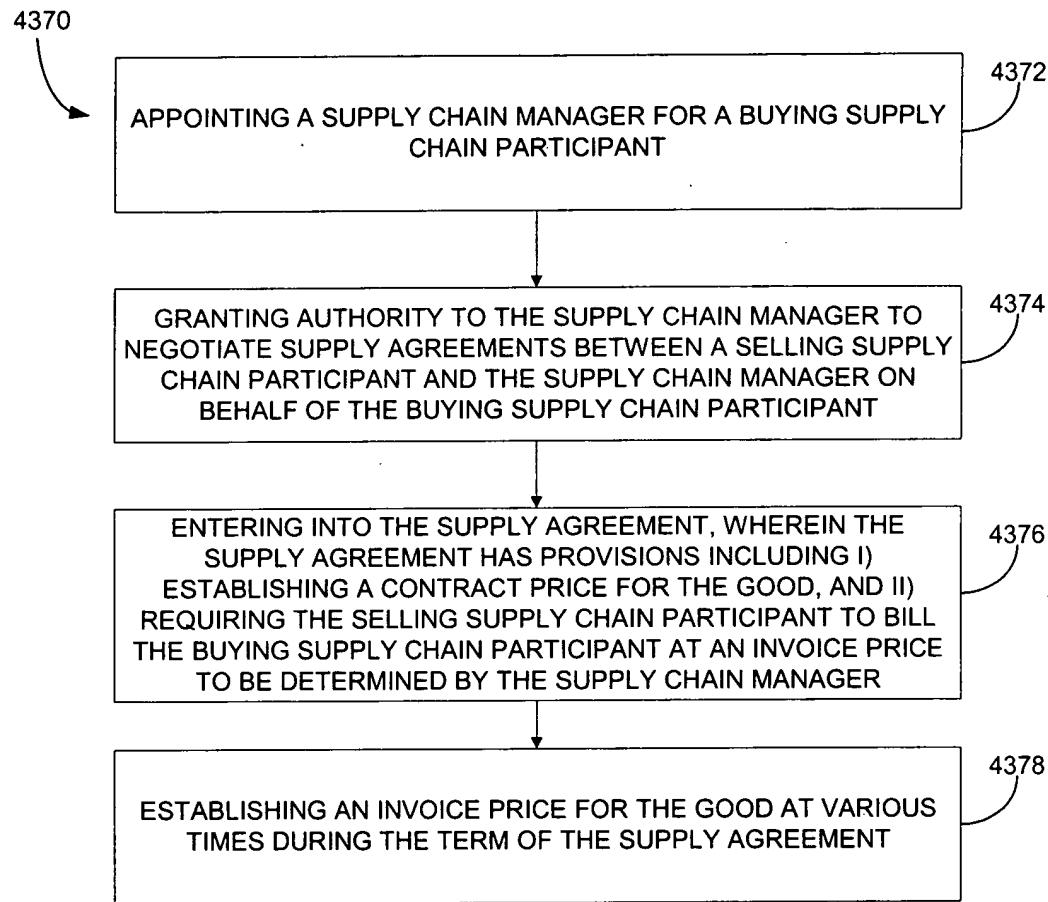
**FIG. 42**



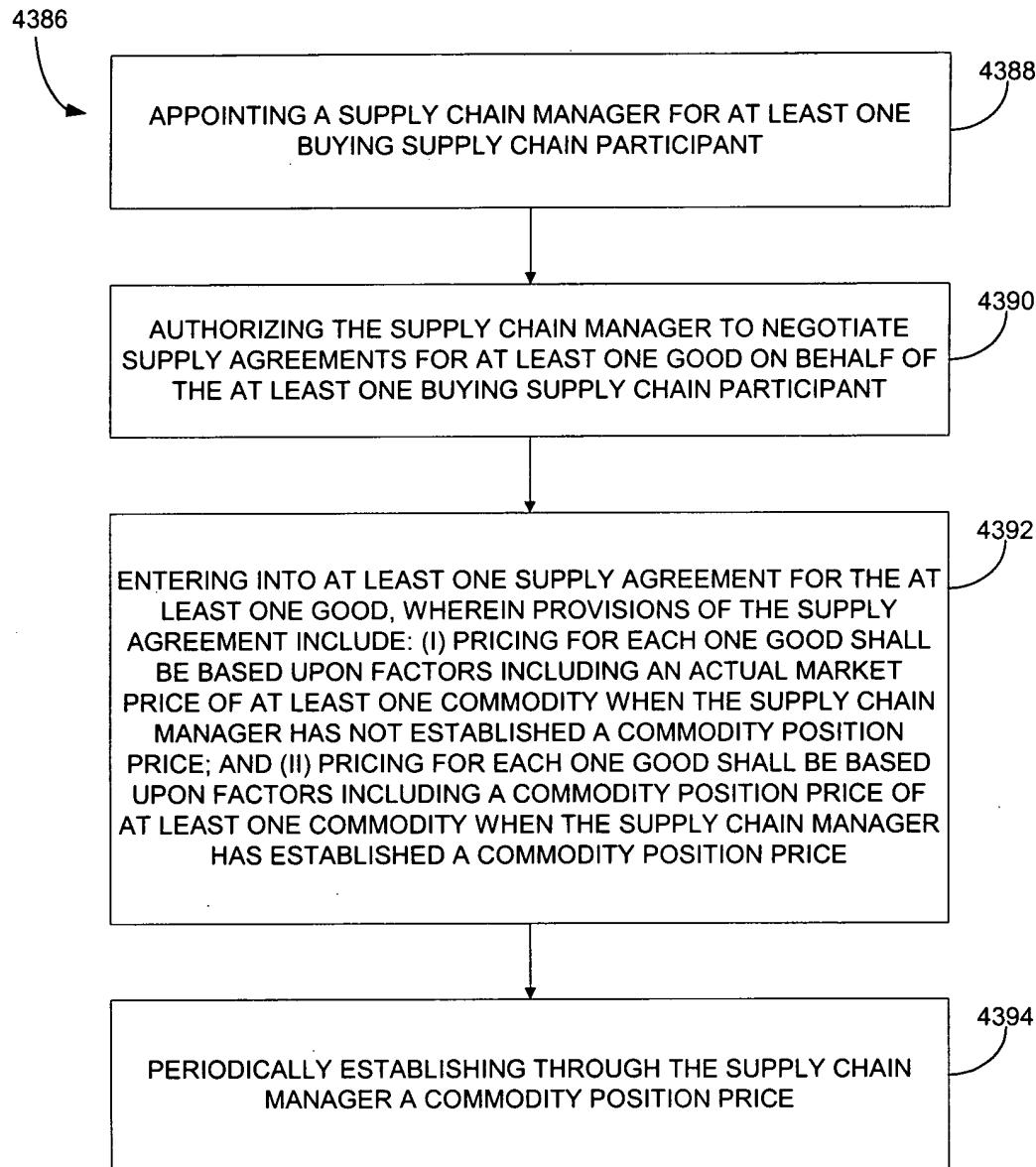
**FIG. 43A**



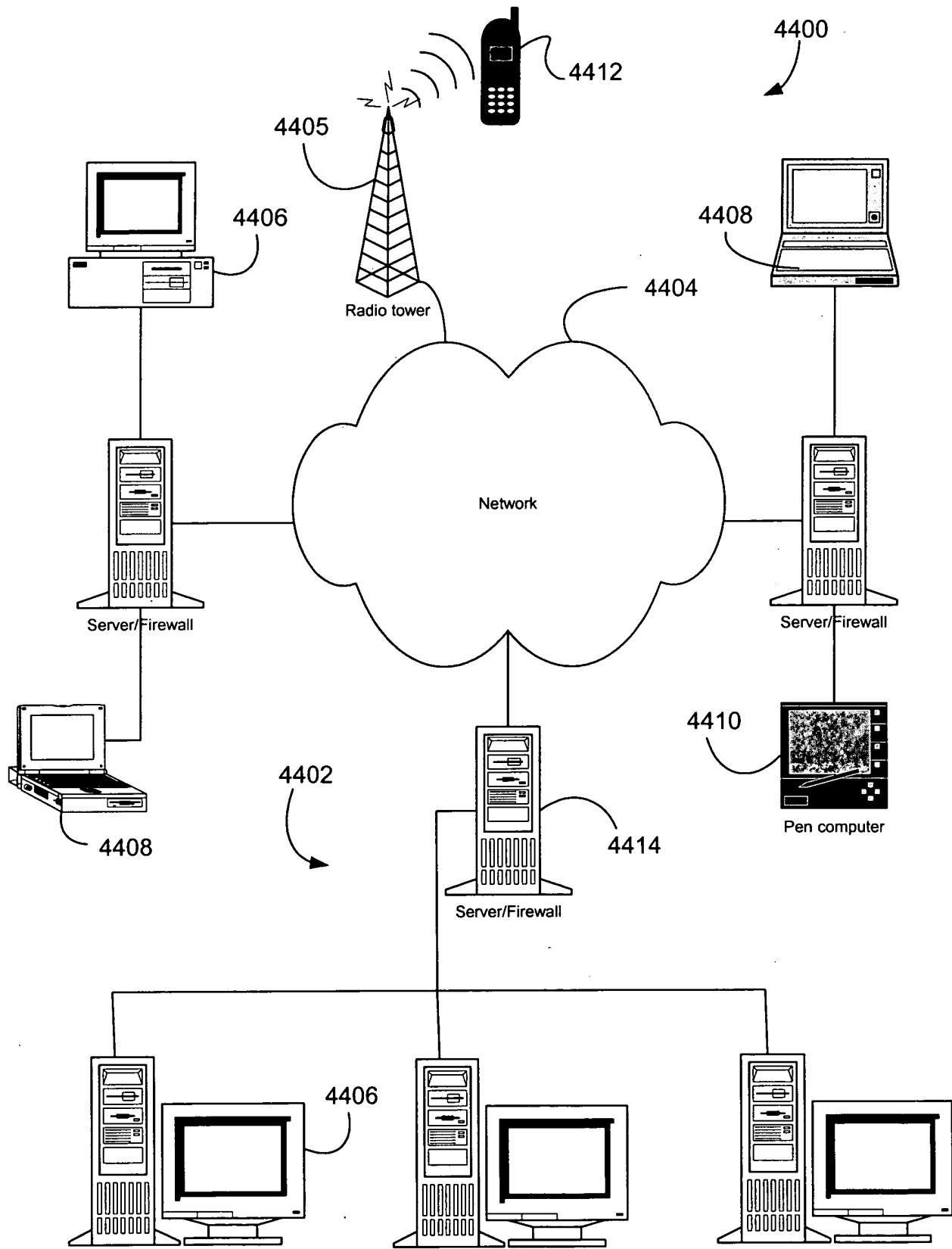
**FIG. 43B**



**FIG. 43C**

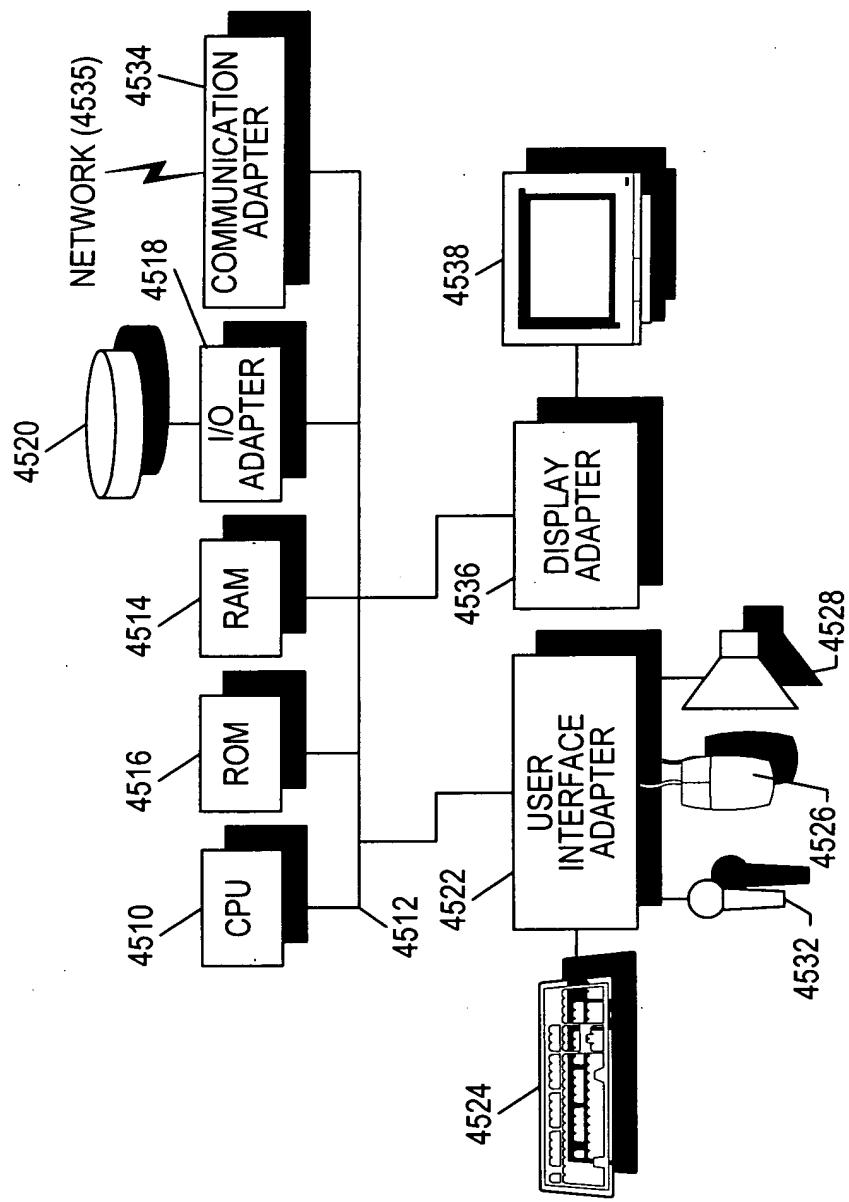


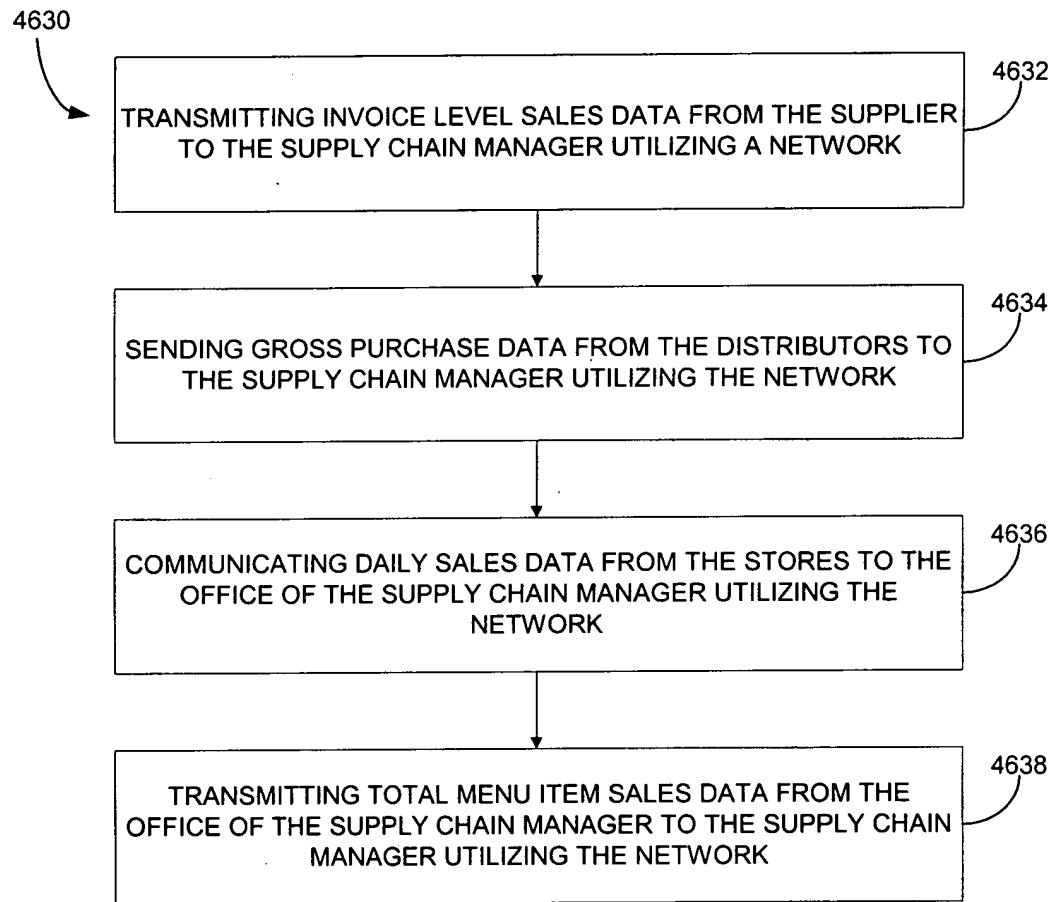
**FIG. 43D**



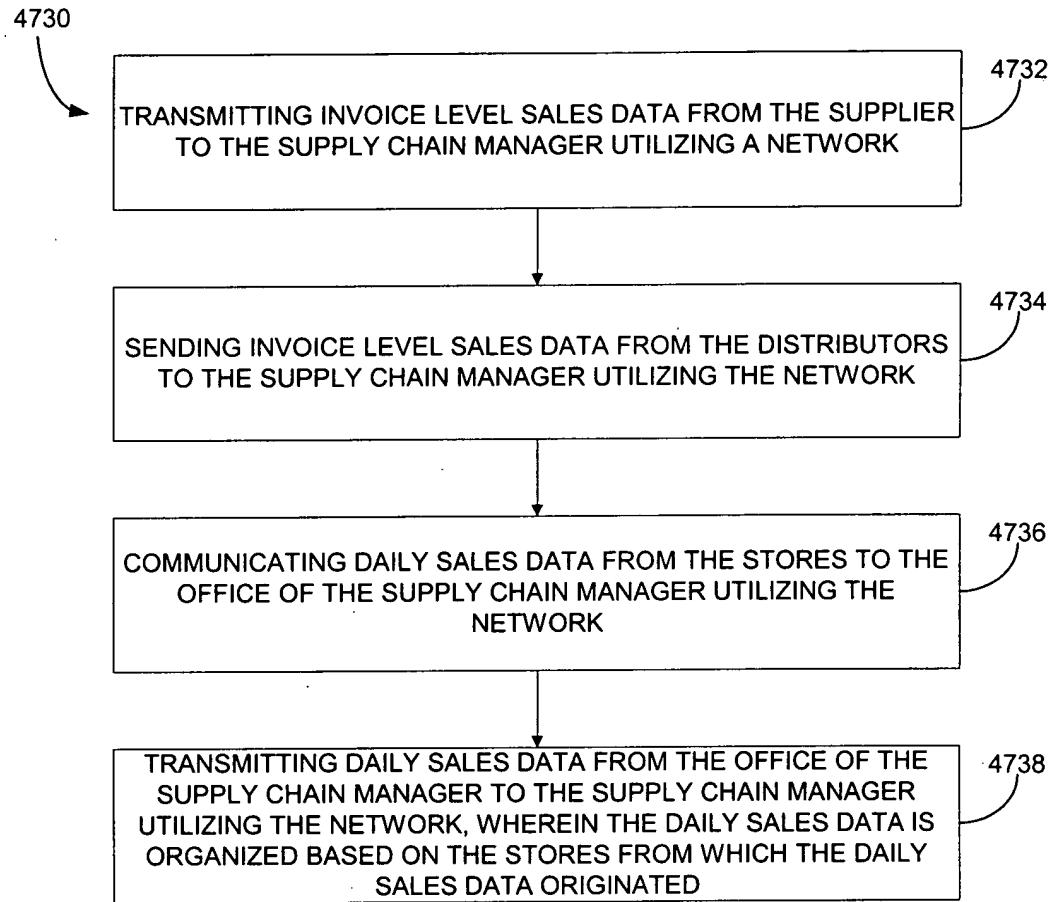
**FIG. 44**

**FIG. 45**

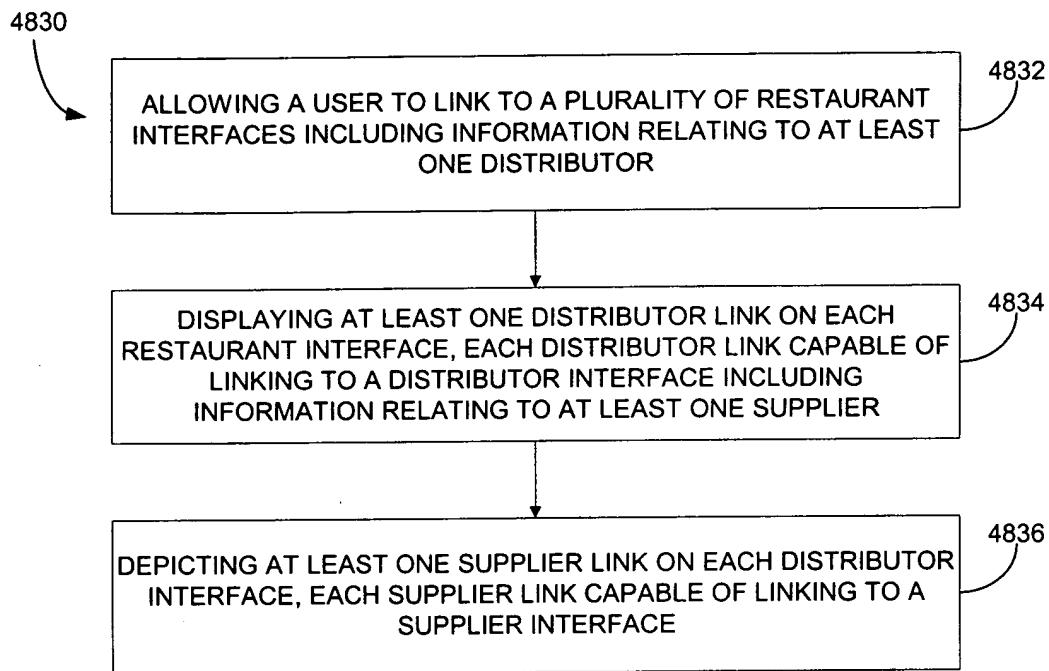




**FIG. 46**



**FIG. 47**



**FIG. 48**

**FIG. 49**

**RSI**

**Restaurant Services, Inc.**

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name  Click For Help

Password  Enter Site

Franchisee

4902      4904      4900

**About RSI**

**404**

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U.S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, "distribuition" and related services on behalf of more than 8,300 restaurants.

Contact Information  
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Legal Information  
More About RSI  
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NFA link

NFA

BURGER KING

4900

4902

4904

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Franchisee

User Name

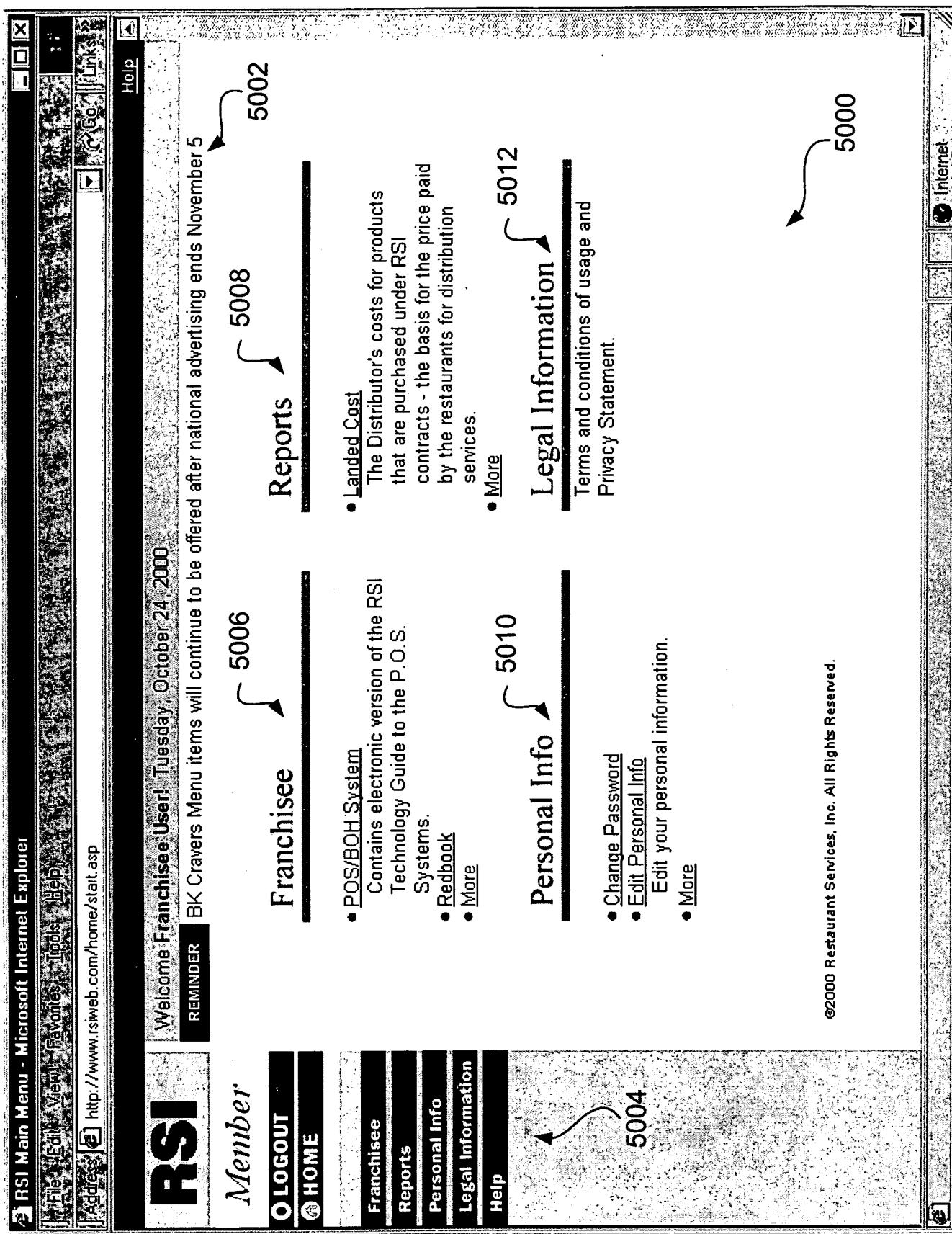
Password

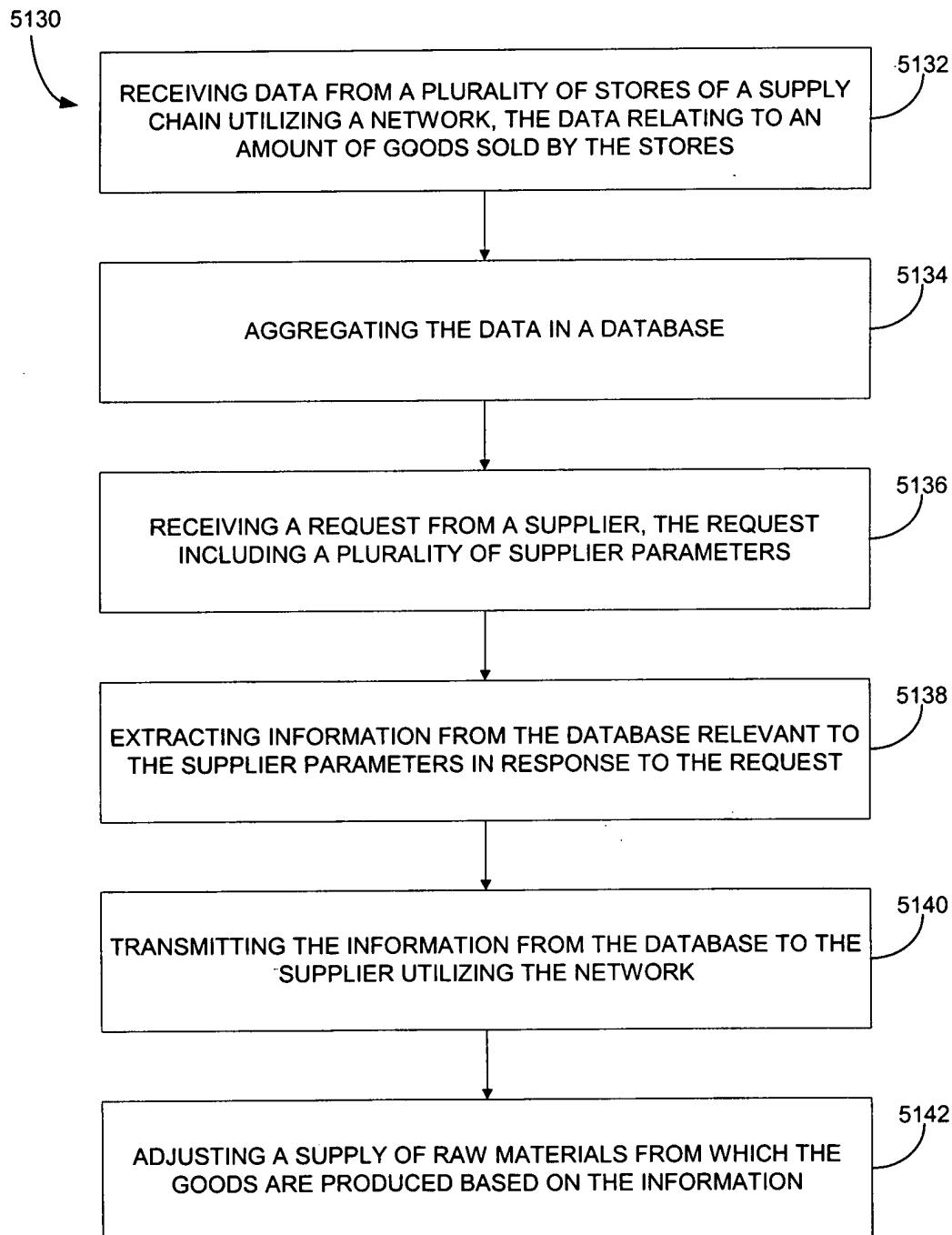
RSI

Address  http://www.rsiweb.com/home/index.asp

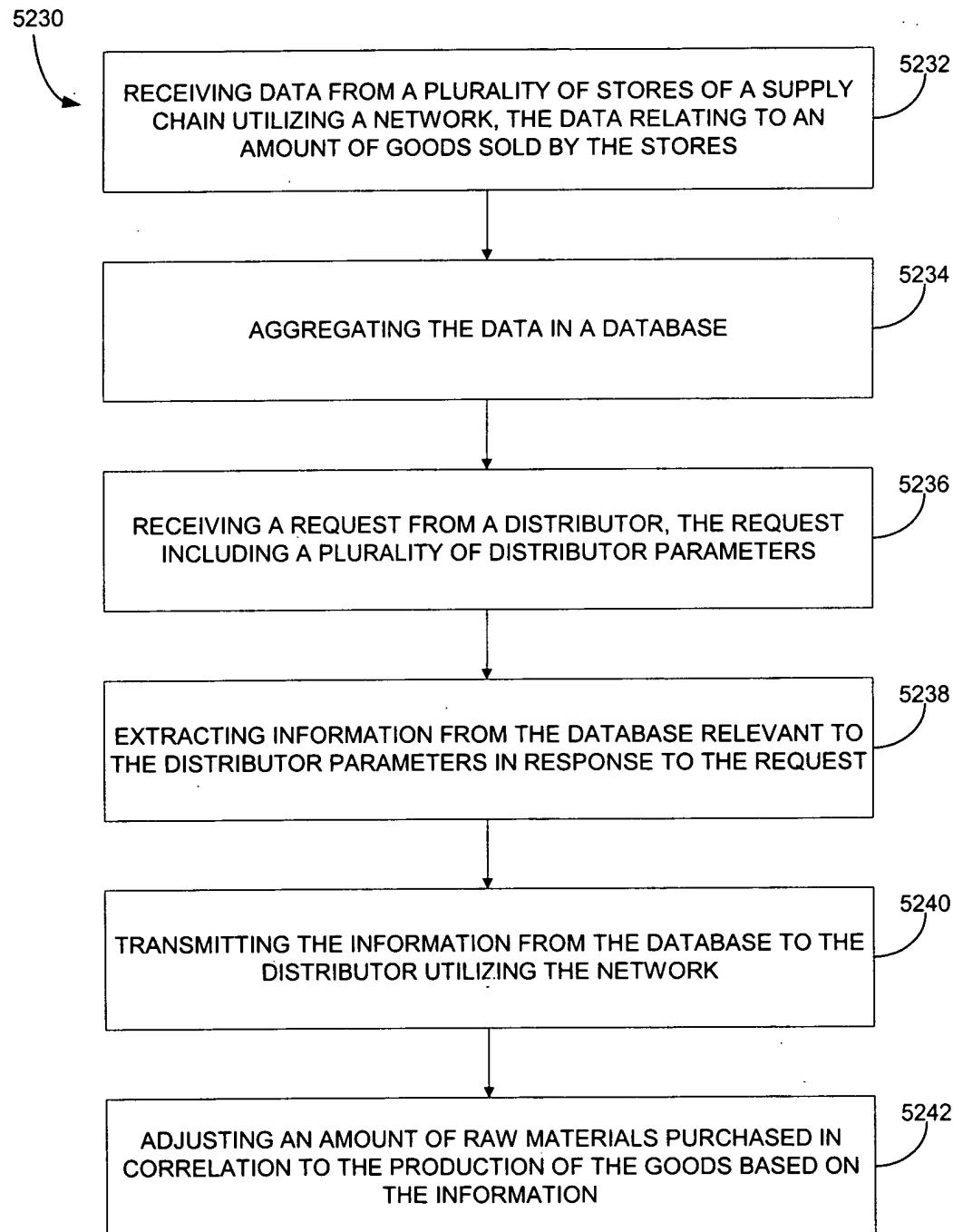
File Edit View Favorites Tools Help

**FIG. 50**





**FIG. 51**



**FIG. 52**

**FIG. 53**

RSI

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**POS Implied Daily Usage - Distributor**  
Tuesday, October 24, 2000

5300

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14 Day Rolling (Total Cases)														Week Ending Total						
DC Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/12	9/25	9/18
18986	SAUCE: BBQ BULK BULLSEYE	0.00%	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	19	19	19	18	15	14	110	104	104	100
24340	MAYONNAISE: BULK BK	0.00%	134	187	211	173	166	164	163	160	200	208	175	165	161	161	1184	1148	1142	1109
24666	STRAW: 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	33	27	24	24	189	179	186	178
25318	FORK WRAPPED BULK BK	0.00%	10	12	11	12	10	9	8	9	11	12	11	10	9	9	70	71	58	58
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	2	3	3	3	3	2	2	18	15	8	9
27682	KETCHUP: BULK BAG IN BOX	0.00%	88	134	142	118	104	102	101	100	130	139	115	106	102	102	788	771	776	743
27890	KETCHUP: PACKETS 10g BK	0.00%	127	184	205	160	143	142	139	144	197	197	180	142	140	140	1112	1070	1078	1044

Internet

Done

**FIG. 54**

Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address: http://test.lslink.com/dc/d\_ipromodetail.asp?dc=26576

Printer Friendly Version      Help

**REINHART - CEDAR RAPIDS, IA**  
**Local Promotion Summary by DC**  
**Tuesday, October 24, 2000**

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Local Promotion Option	AD1	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Restaurants	Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8		
	Davenport-Ri-Moline, IA	8/1/00	85	32	17		
	Des Moines-Ames, IA	7/1/00	85	17	28		
	Omaha, NE	7/1/00	85	17	50		
	Peoria, IL	8/1/00	85	99	17		
	Sioux City, IA	8/26/00	85	99	10		
	Springfield-Decatur-Chmpg, IL	8/1/00	85	99	1		
<b>32 oz. Motor Cup Total</b>					131		
<b>Big King</b>	Cedar Rapids-Waterloo-Dubuque	4/15/00	99	99	49		
	Davenport-Ri-Moline, IA	4/15/00	99	99	17		
	Ottumwa-Kilkennie, IA	4/15/00	99	99	3		
<b>Big King Total</b>					39		
<b>Pancake Minis</b>	Chicago, IL	5/15/00	20	99	8		
	Peoria, IL	5/1/00	20	99	17		
	Sioux City, IA	4/15/00	20	99	10		
<b>Pancake Minis Total</b>					35		

Done      Internet

**RSI**

POS Implied Daily Usage - Supplier

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POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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FCB Point	RSI Item No	Description	14 Day Rolling (Total Cases)														Week Ending Total
			Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	
Total																	

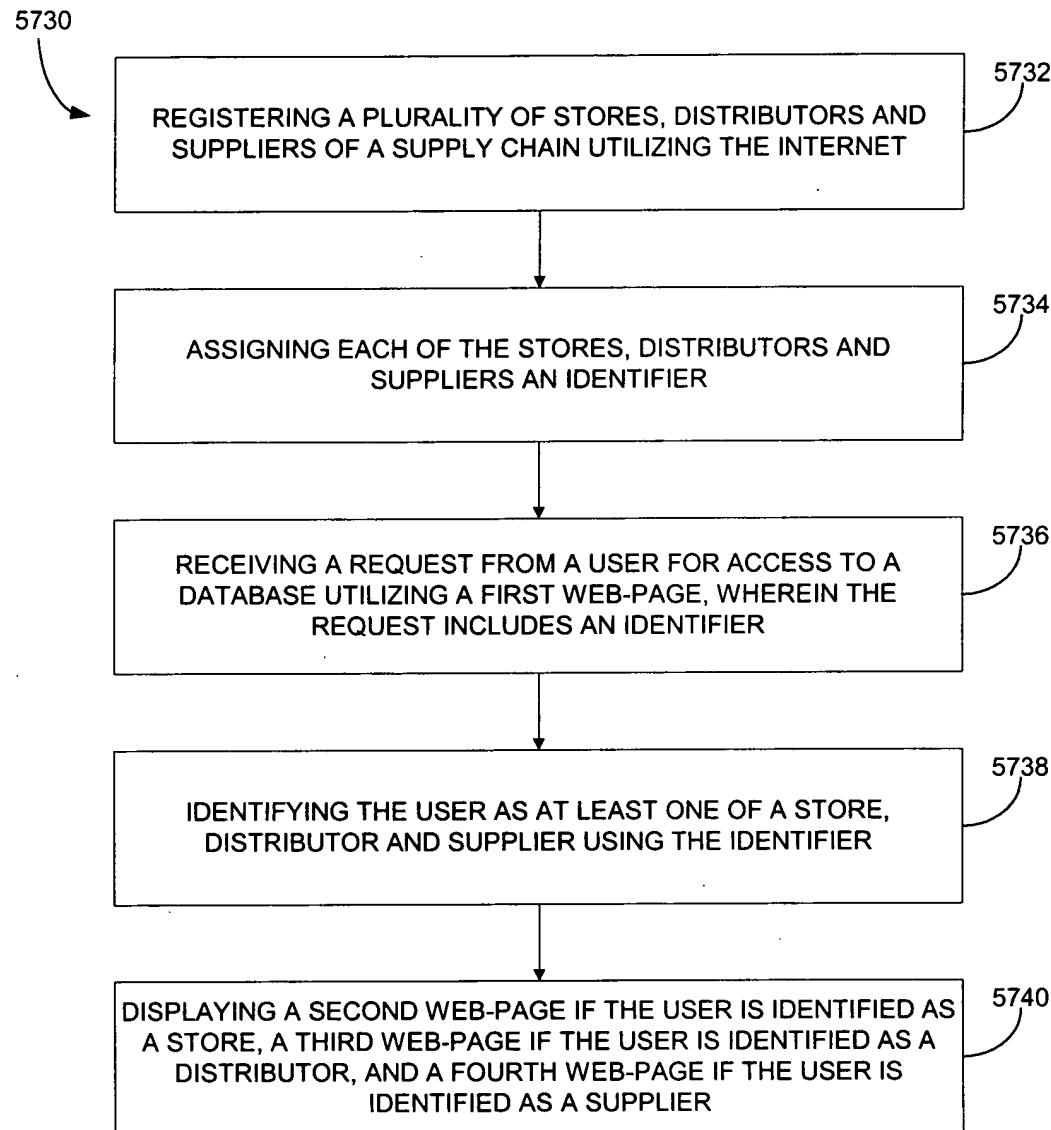
Total of DC Locations		14 Day Rolling (Total Cases)														Week Ending Total			
DC	Location	Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11		10/10		
6	CHICKEN-PATTY	0.00%	90	137	144	111	100	98	95	100	134	137	126	100	100	780	774	786	781
7	CHICKEN-BK BROILER	0.00%	35	51	60	48	46	43	43	40	53	60	48	46	41	330	327	354	344
8	CHICKEN-TENDERS	0.00%	222	336	337	285	240	226	226	246	346	315	285	228	223	1,815	1,808	1,448	1,203

**FIG. 55**

**FIG. 56**

**RSI** Landed Cost Report

<b>Member</b>	Restaurant Number: <input type="text" value="0003473"/> <input checked="" type="checkbox"/>	Date: <input type="text" value="10/22/00"/>	<input type="button" value="Retrieve"/>																																																						
<b>Logout</b>																																																									
<b>HOME</b>																																																									
<b>Franchisee</b>	<b>Printer Friendly Version</b>																																																								
<b>Reports</b>	<b>Restaurant Landed Cost Verification Report</b>																																																								
<b>Personal Info</b>	Report Date: Sunday, October 22, 2000																																																								
<b>Legal Information</b>	Report Number: 0003473																																																								
<b>Help</b>	Report Contact: Robert Harris Contact Number: 305-529-3409																																																								
<p>The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.</p>																																																									
<table border="1"> <thead> <tr> <th>DC Item No</th> <th>RSI Item No</th> <th>RSI Item Description</th> <th>DC Cost</th> <th>Markup</th> <th>Rest Cost</th> </tr> </thead> <tbody> <tr> <td>10340</td> <td>4430</td> <td>REGISTER TAPE-THERMAL 2.25" X 165'</td> <td>\$21.27</td> <td>\$1.57</td> <td>\$22.84</td> </tr> <tr> <td>12980</td> <td>3586</td> <td>SUGAR SUBSTITUTE-PINK PKT 2000 CT</td> <td>\$5.87</td> <td>\$1.57</td> <td>\$7.44</td> </tr> <tr> <td>18986</td> <td>369</td> <td>SAUCE-BULK KRAFTBULLSEYE</td> <td>\$24.48</td> <td>\$1.57</td> <td>\$26.05</td> </tr> <tr> <td>19432</td> <td>4473</td> <td>COFFEE-FOLGERS REGULAR</td> <td>\$44.50</td> <td>\$1.57</td> <td>\$46.07</td> </tr> <tr> <td>20788</td> <td>87</td> <td>MUSTARD-BULK 3 GALLON</td> <td>\$8.45</td> <td>\$1.57</td> <td>\$8.02</td> </tr> <tr> <td>20940</td> <td>4281</td> <td>WRAP-LOCAL OPTION</td> <td>\$29.78</td> <td>\$1.57</td> <td>\$31.35</td> </tr> <tr> <td>24340</td> <td>66</td> <td>SAUCE-BULK MAYONNAISE</td> <td>\$7.81</td> <td>\$1.57</td> <td>\$8.38</td> </tr> <tr> <td>24600</td> <td>4270</td> <td>WATER/ICE MOUNTAIN .5L</td> <td>\$6.41</td> <td>\$1.57</td> <td>\$7.98</td> </tr> </tbody> </table>				DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost	10340	4430	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84	12980	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44	18986	369	SAUCE-BULK KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05	19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07	20788	87	MUSTARD-BULK 3 GALLON	\$8.45	\$1.57	\$8.02	20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35	24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$8.38	24600	4270	WATER/ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
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<input type="button" value="Done"/> <input type="button" value="Internet"/>																																																									



**FIG. 57**

5804

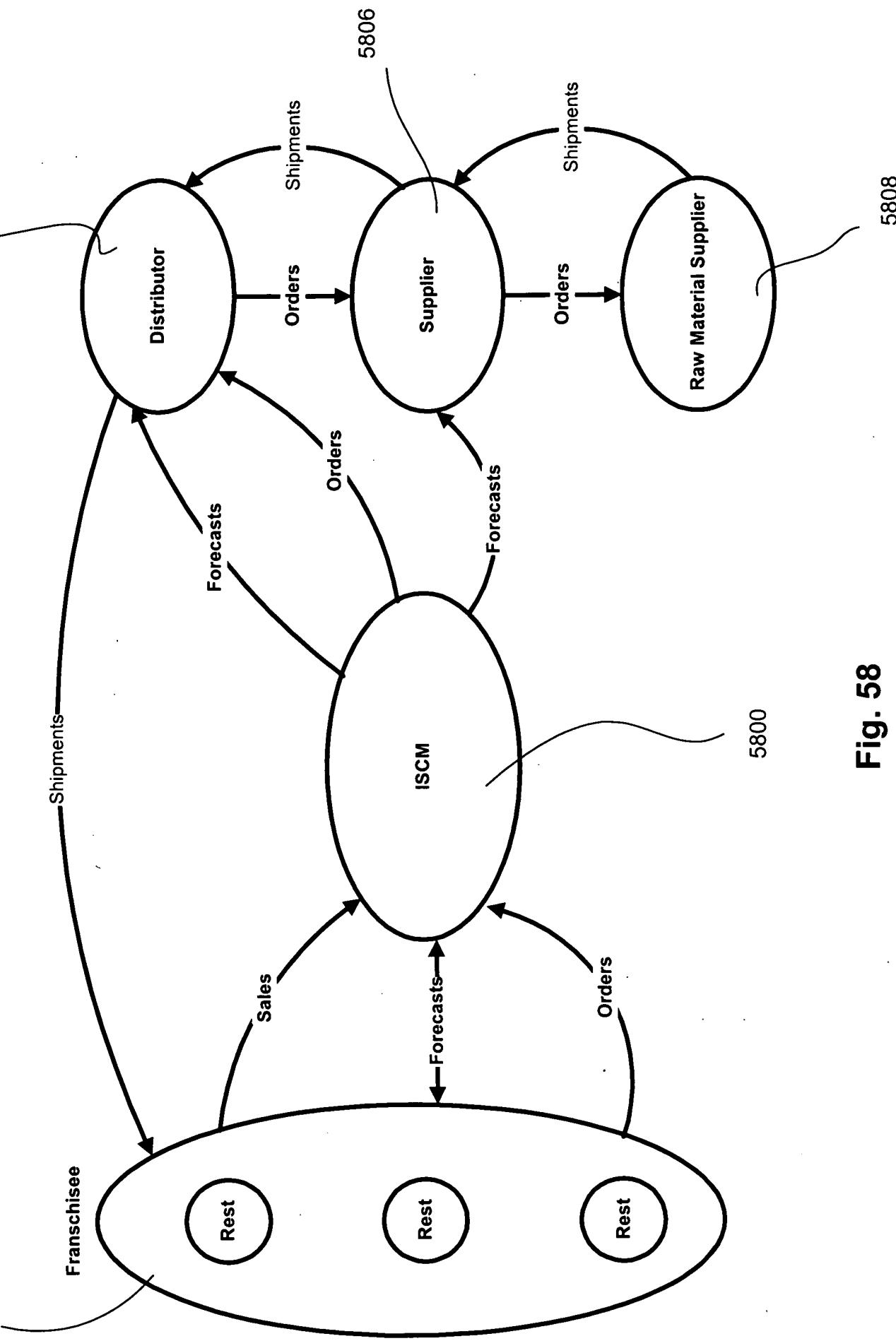
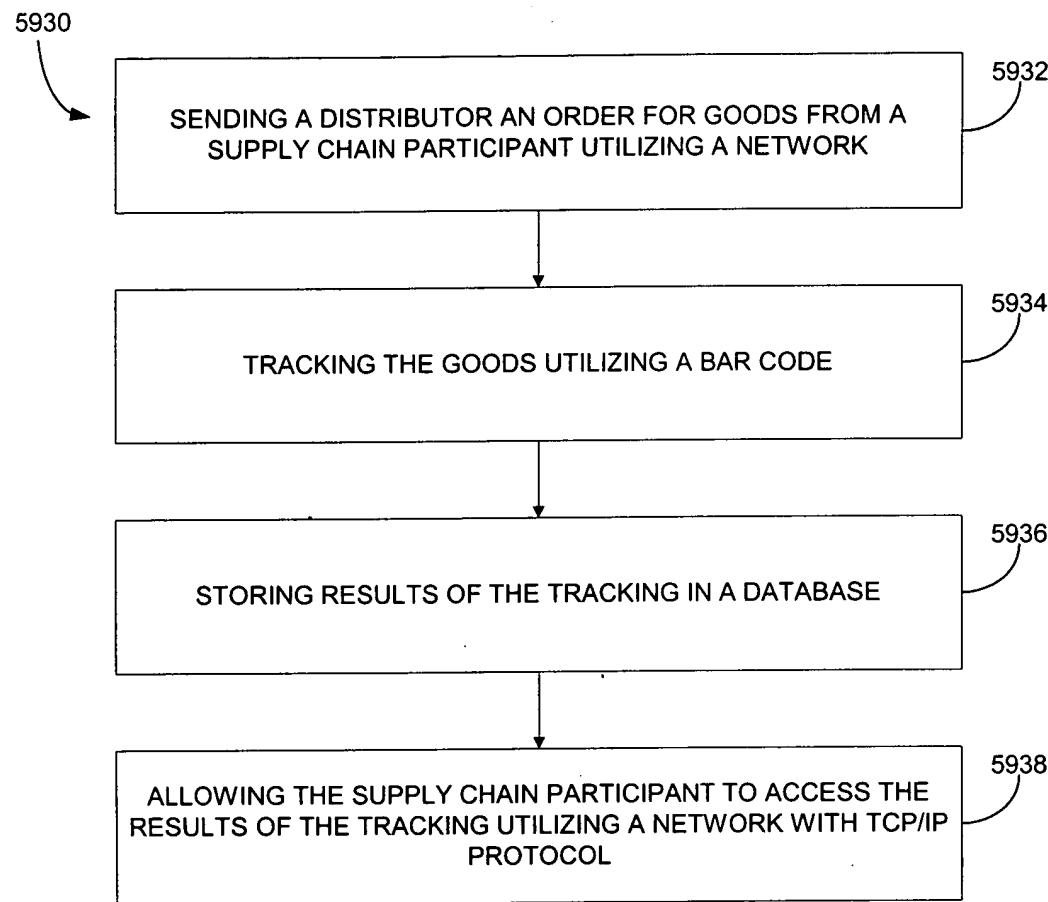
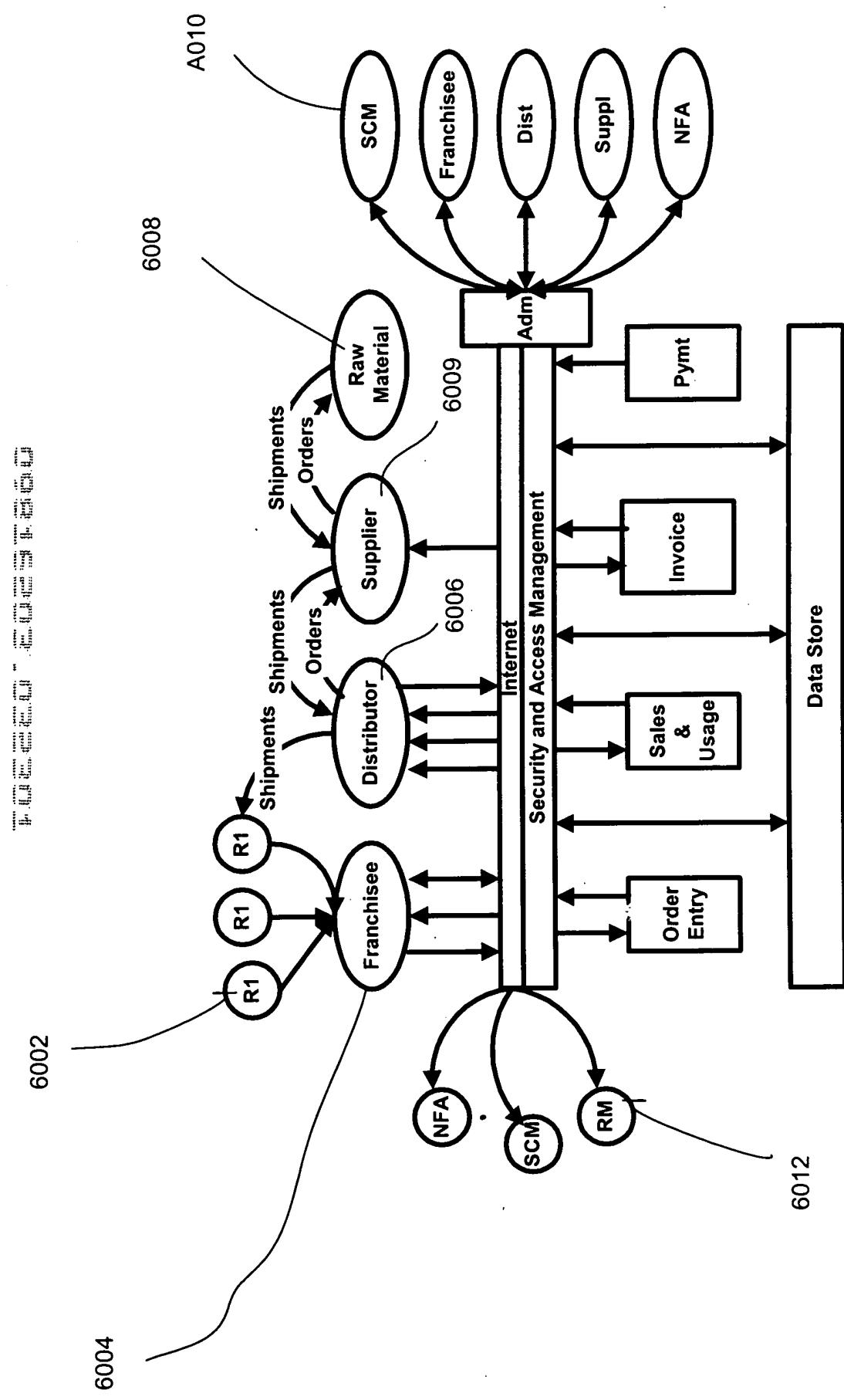


Fig. 58



**FIG. 59**

**Fig. 60**



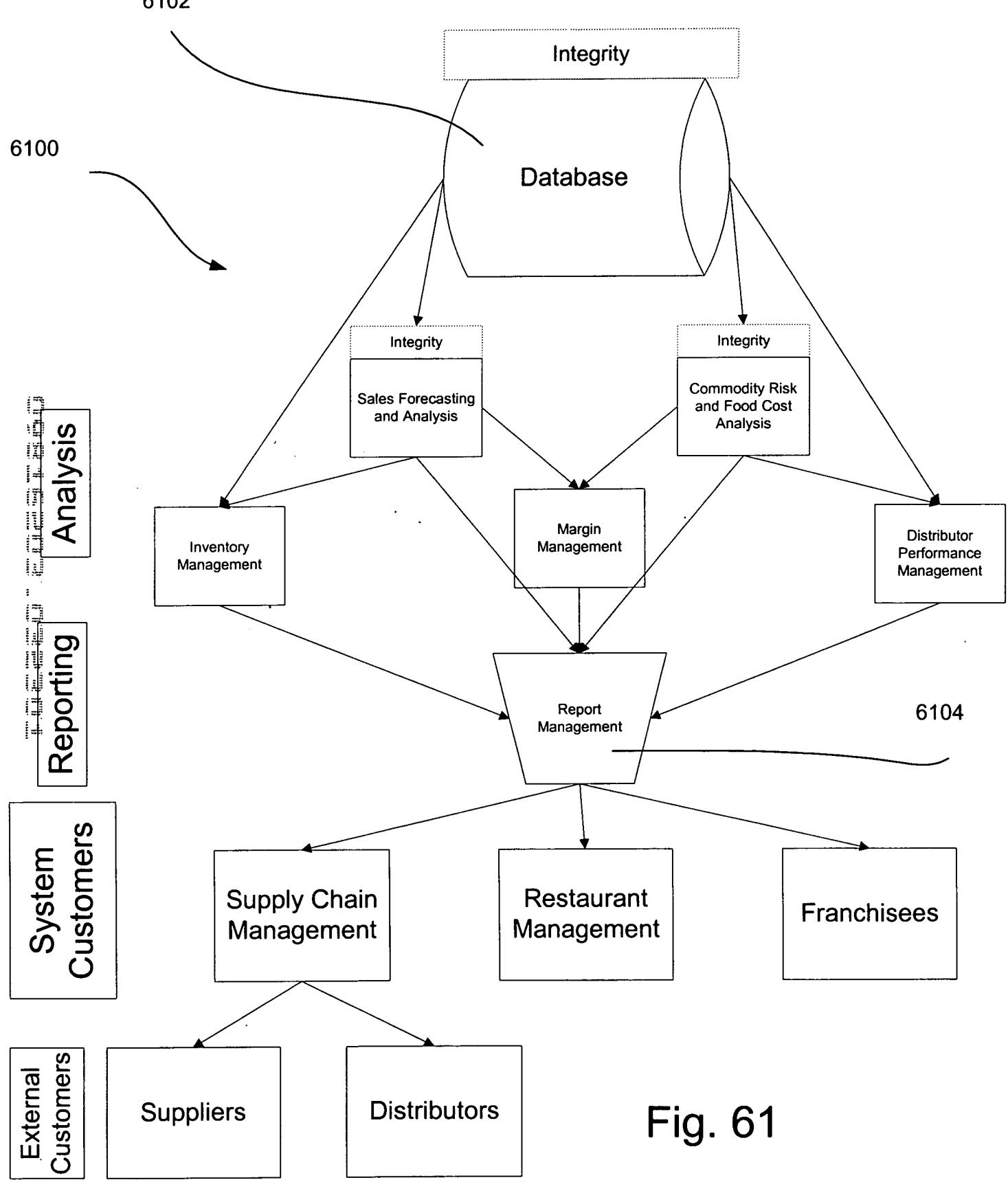
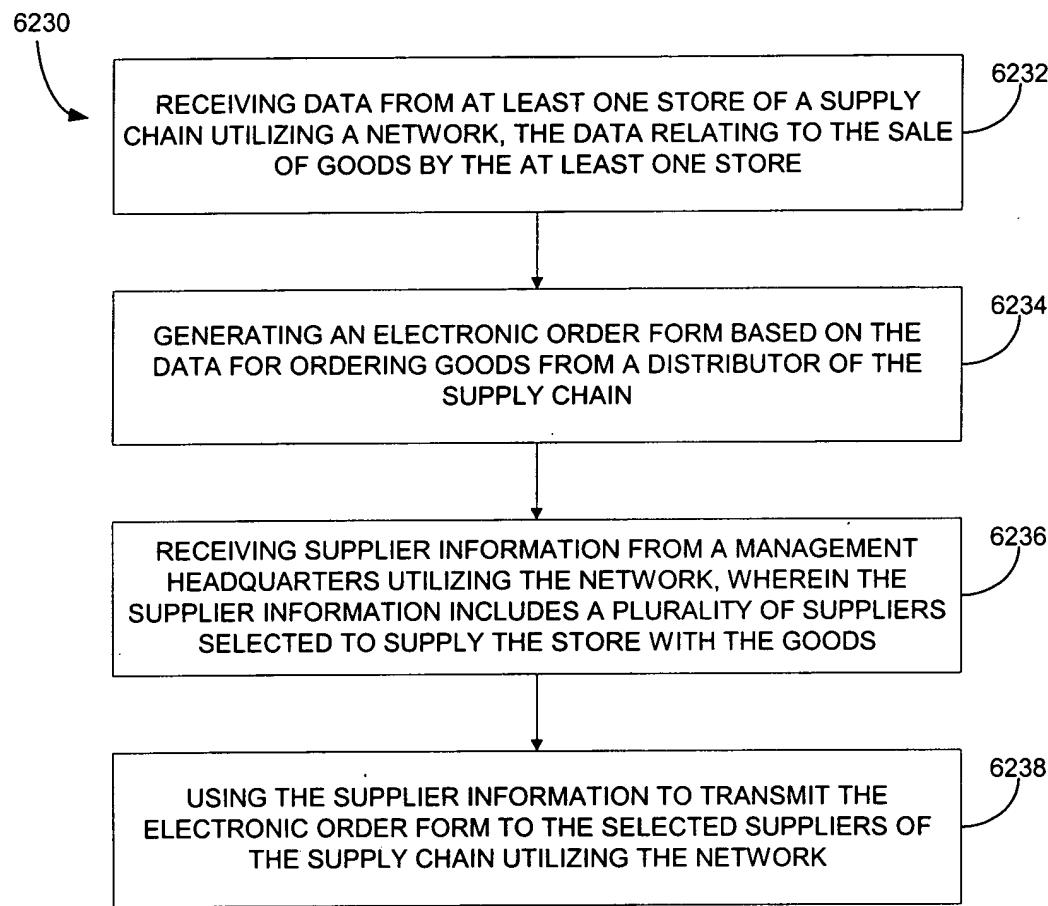
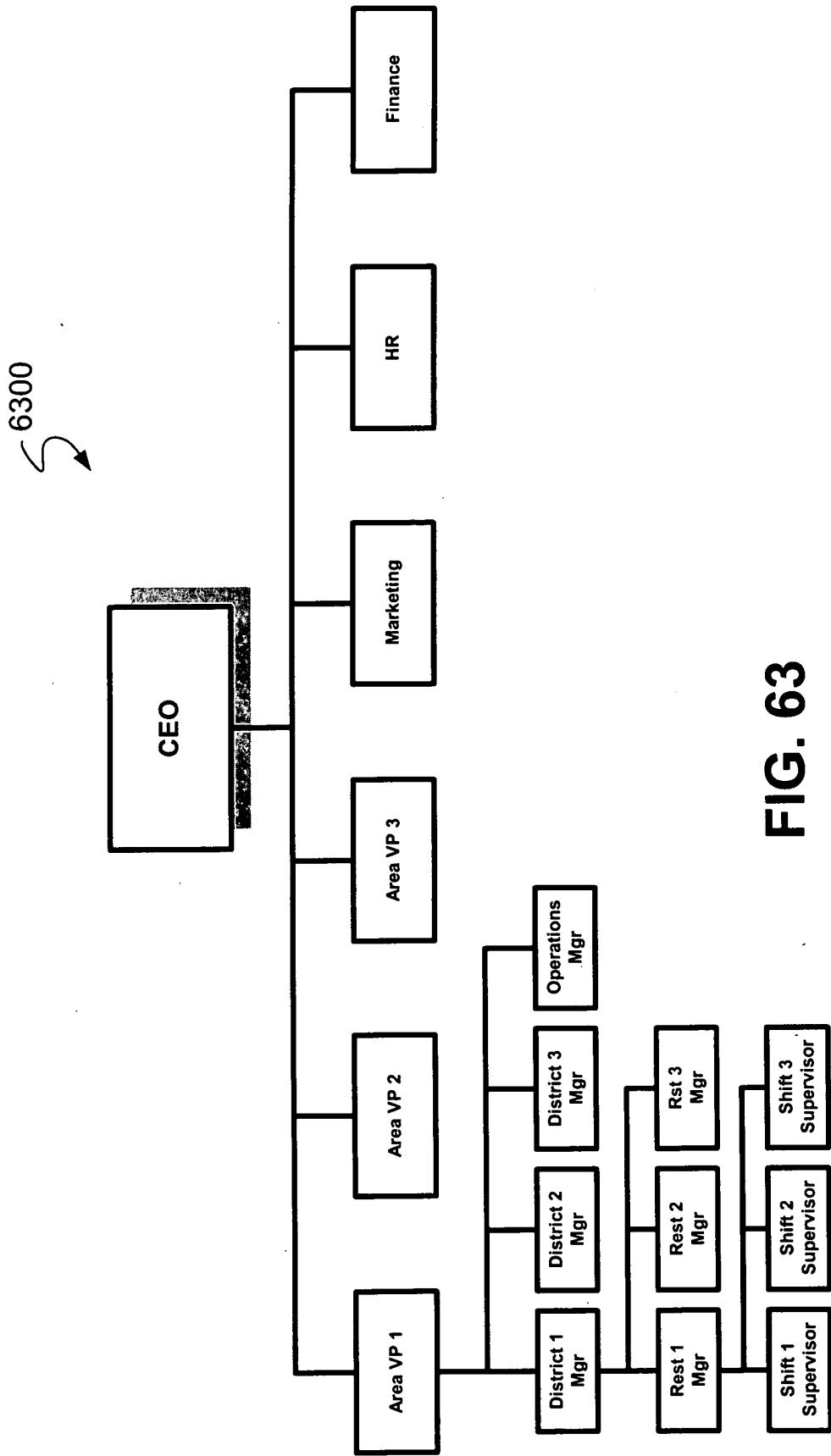


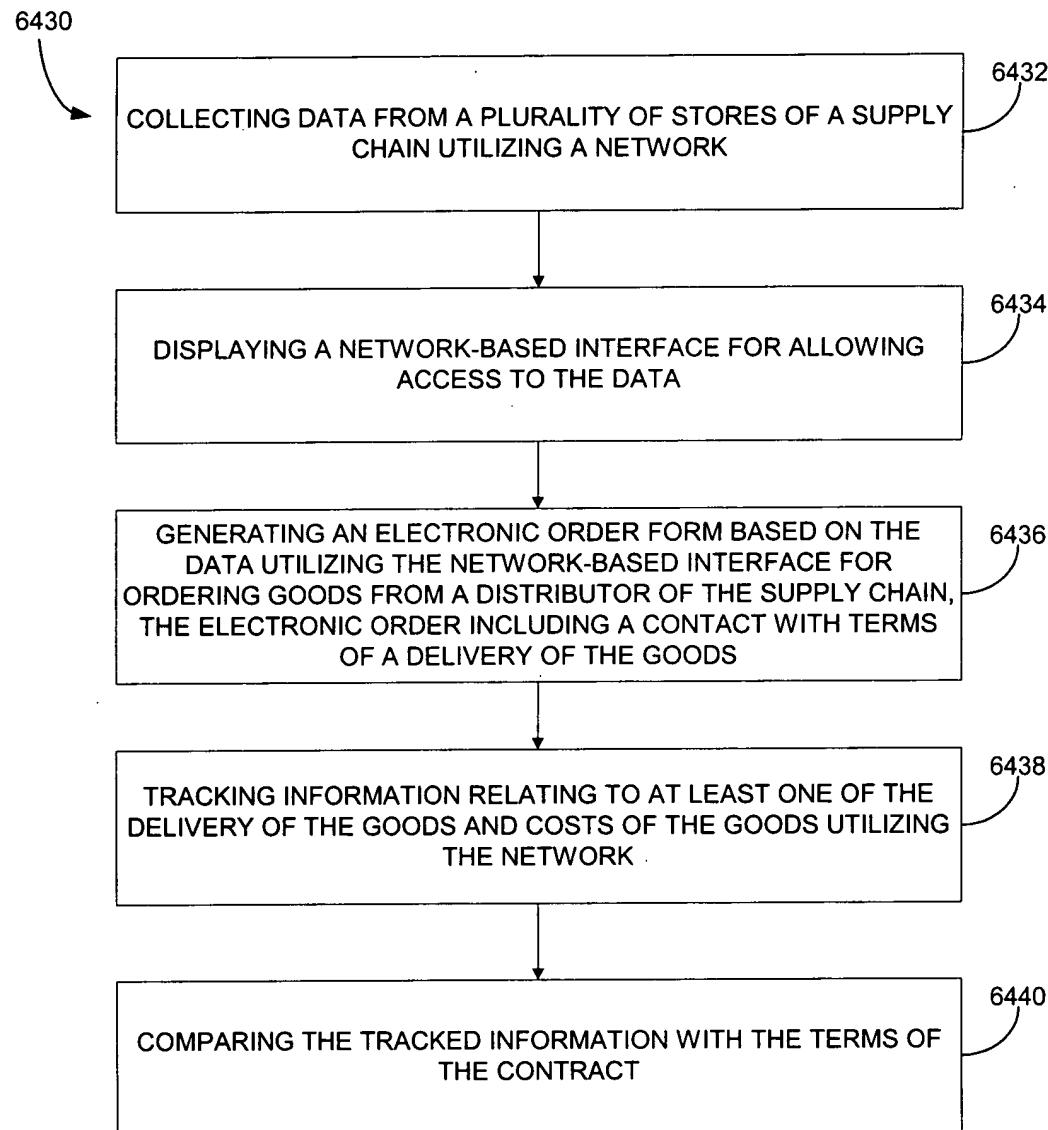
Fig. 61



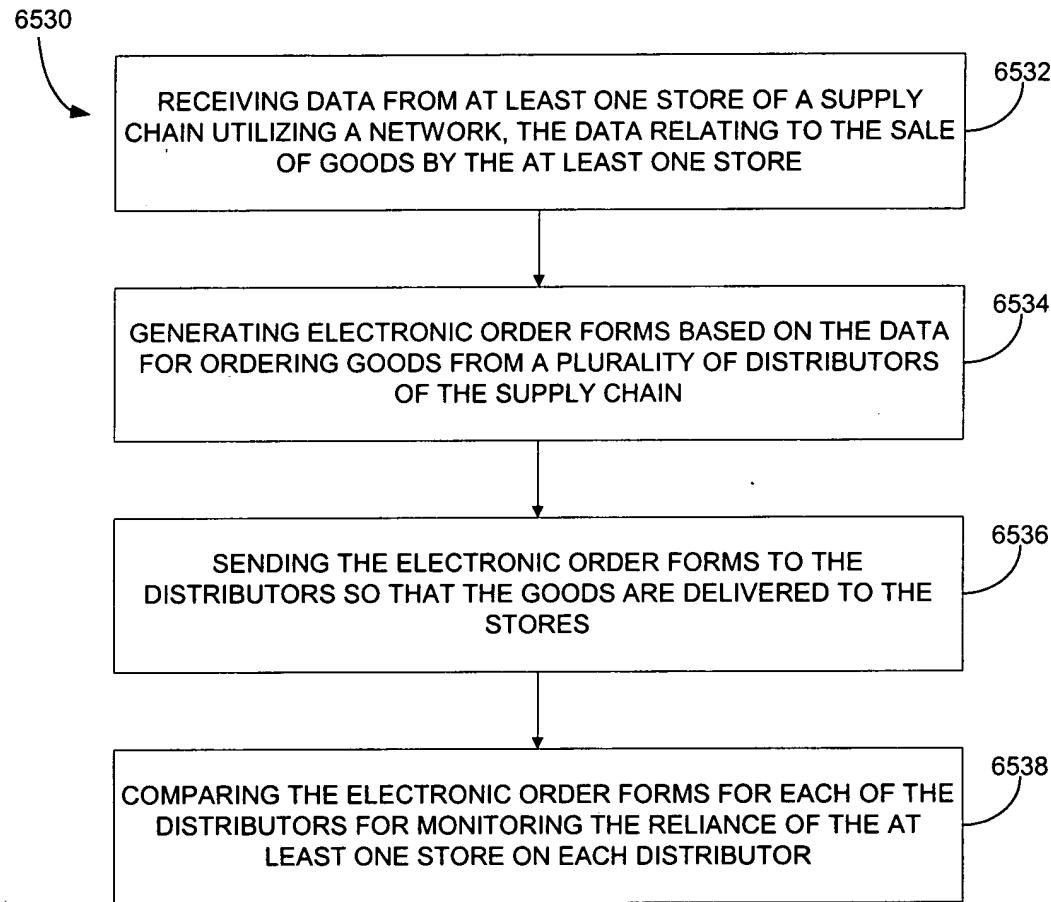
**FIG. 62**



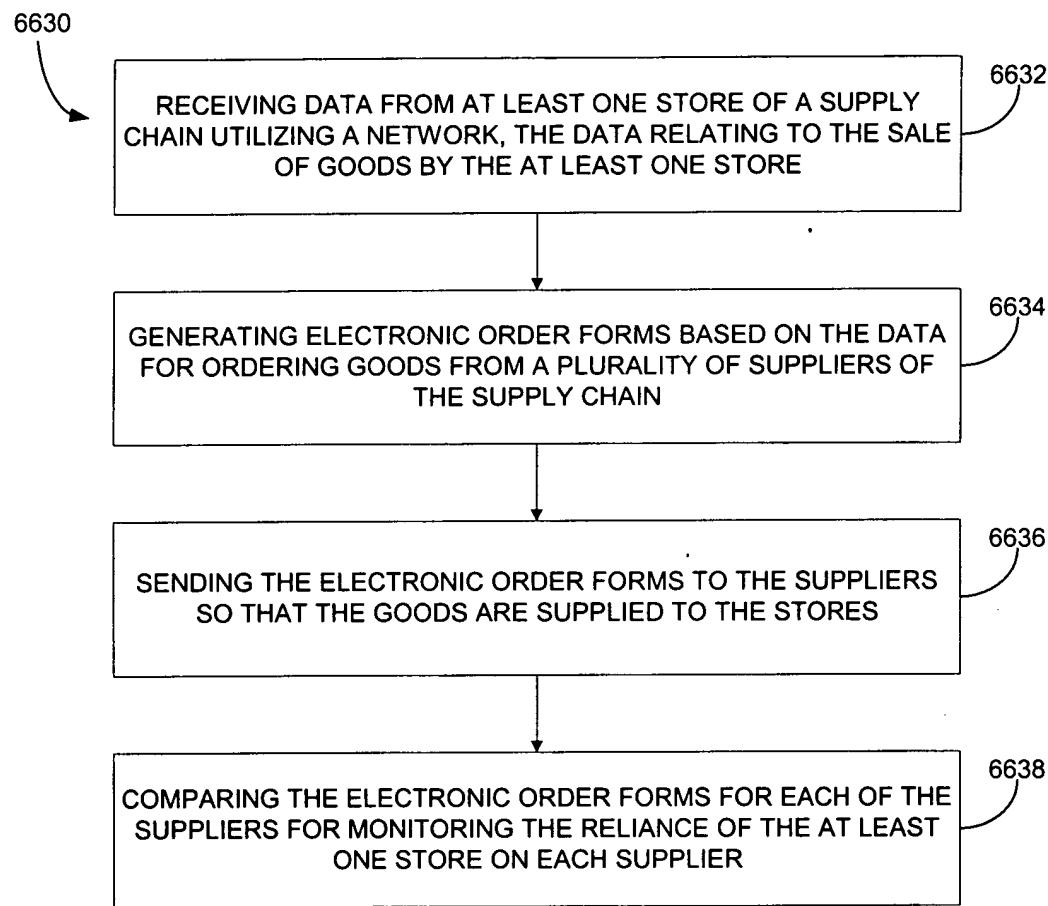
**FIG. 63**



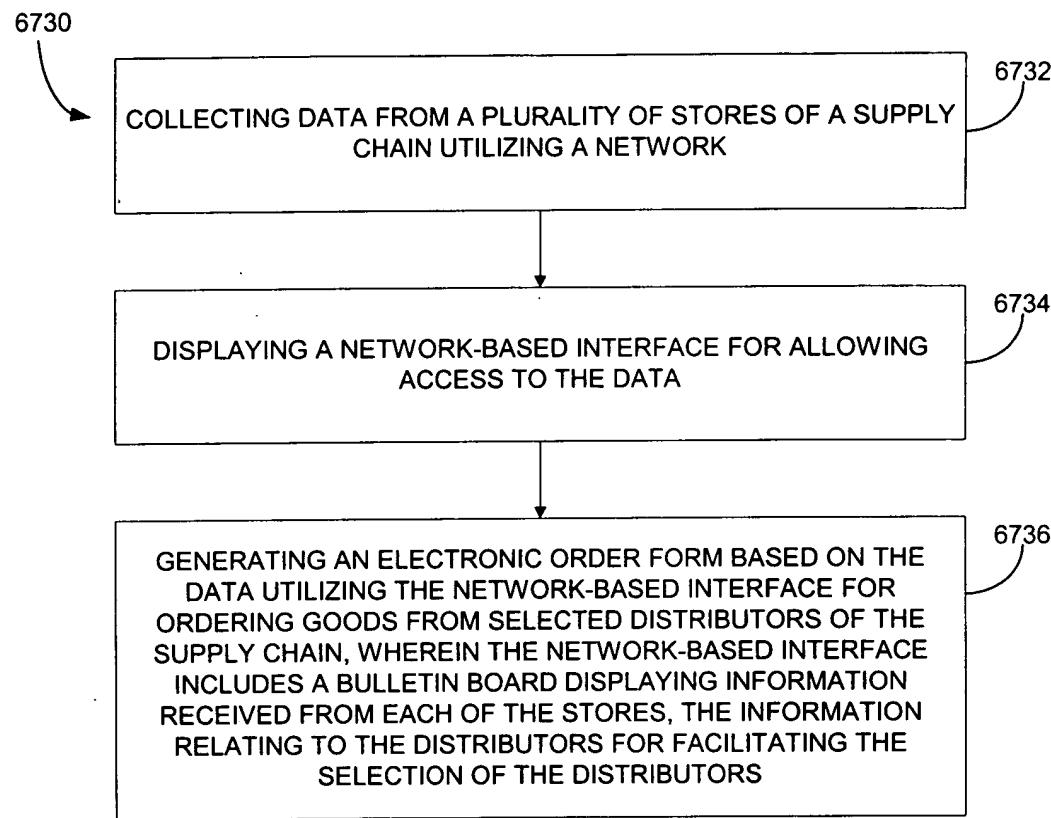
**FIG. 64**



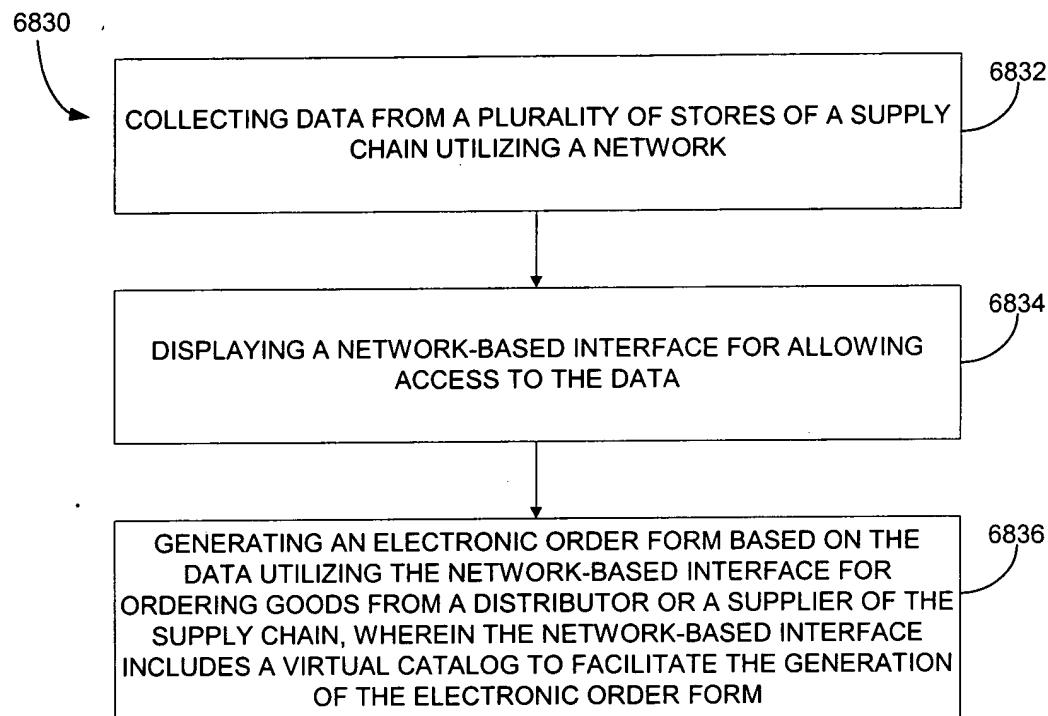
**FIG. 65**



**FIG. 66**

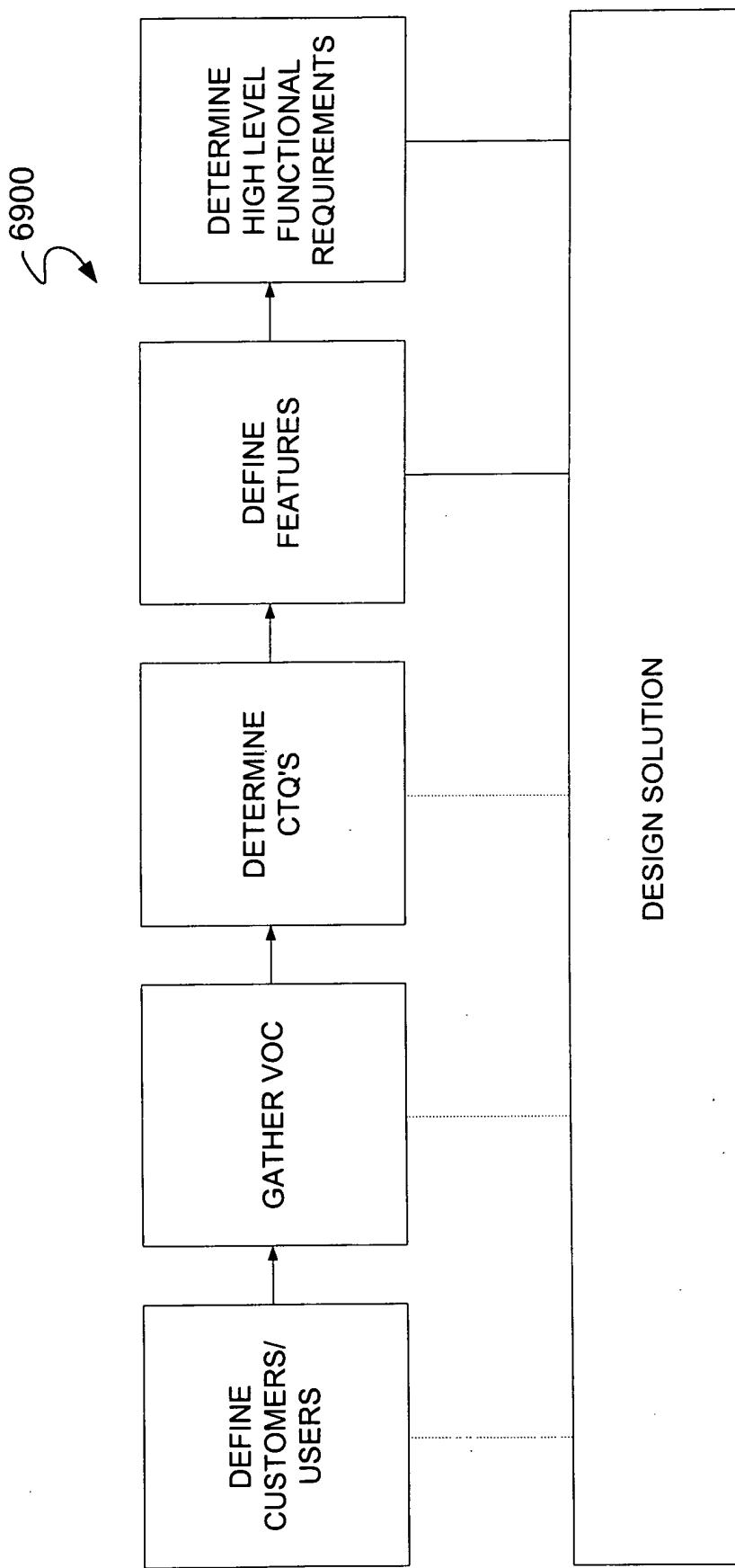


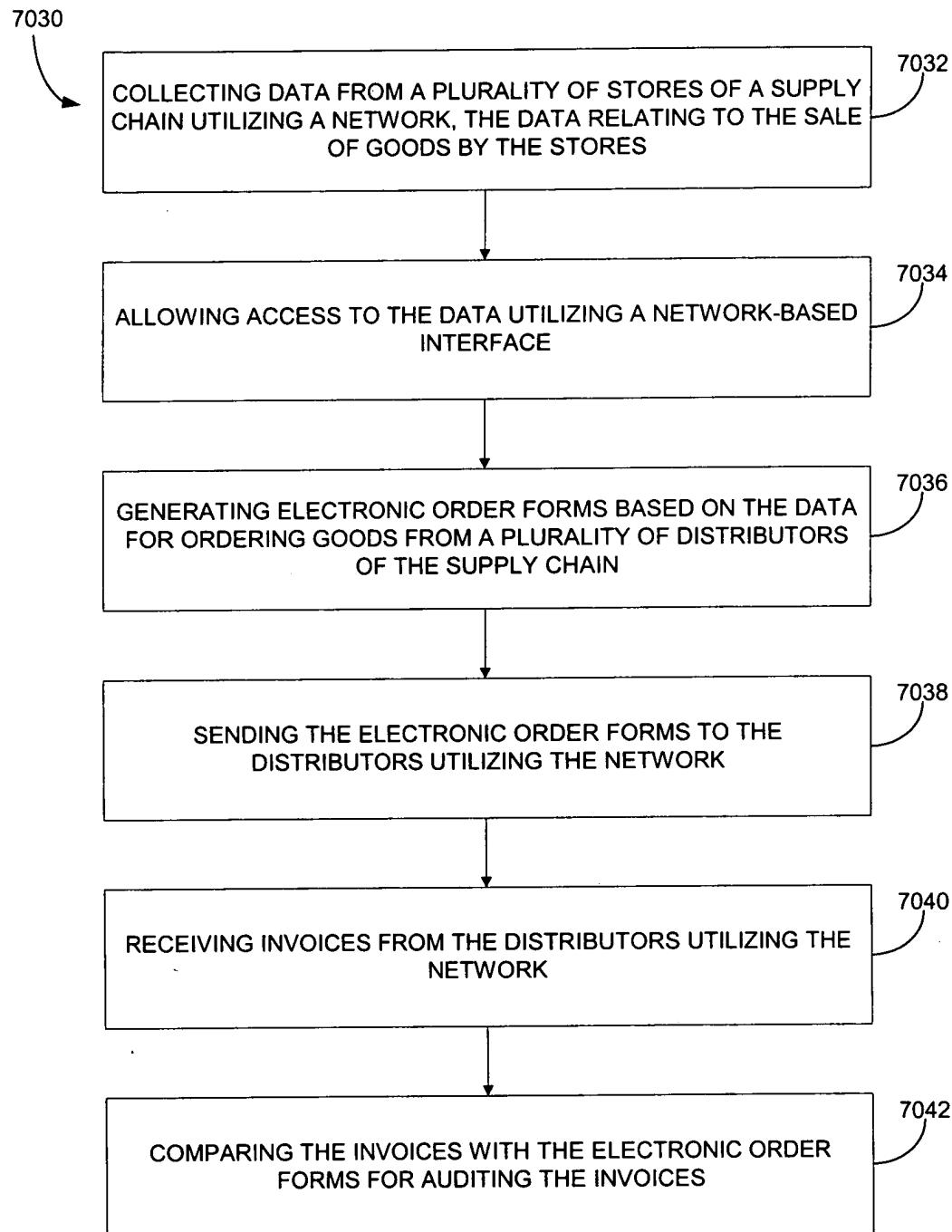
**FIG. 67**



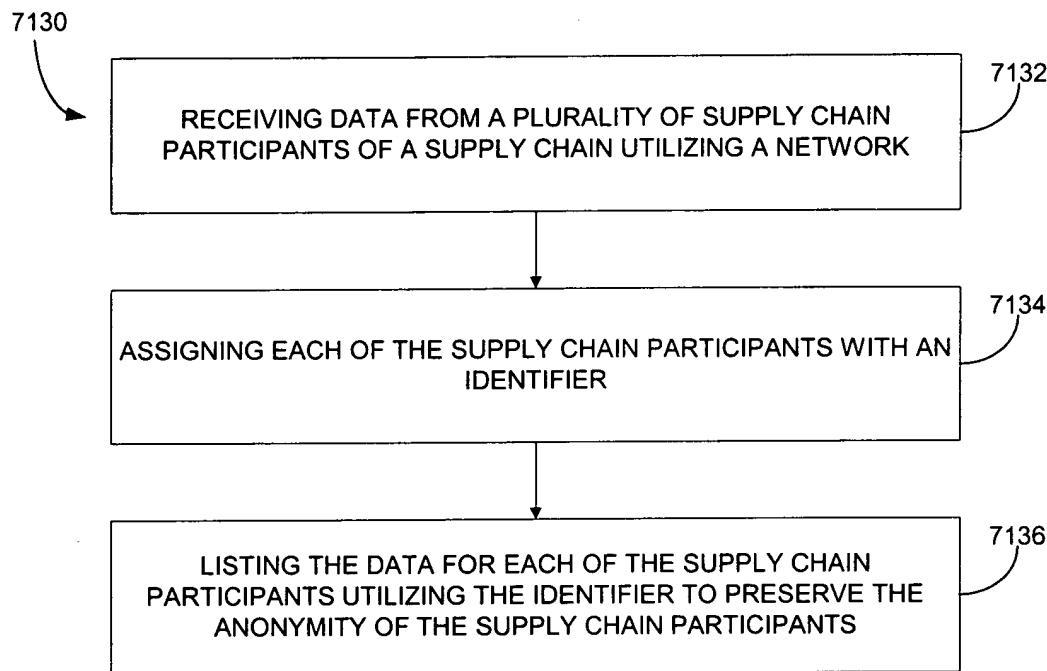
**FIG. 68**

**FIG. 69**

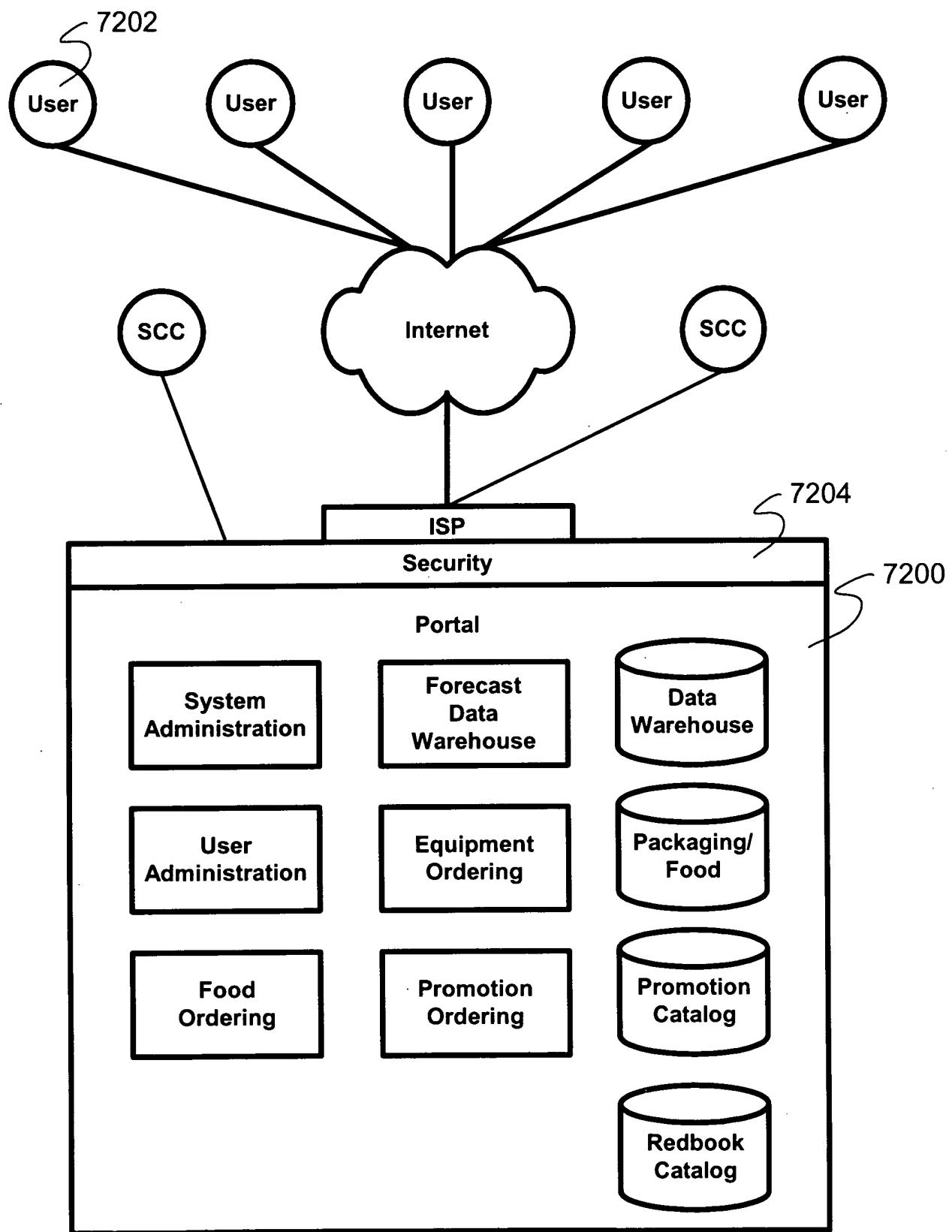




**FIG. 70**

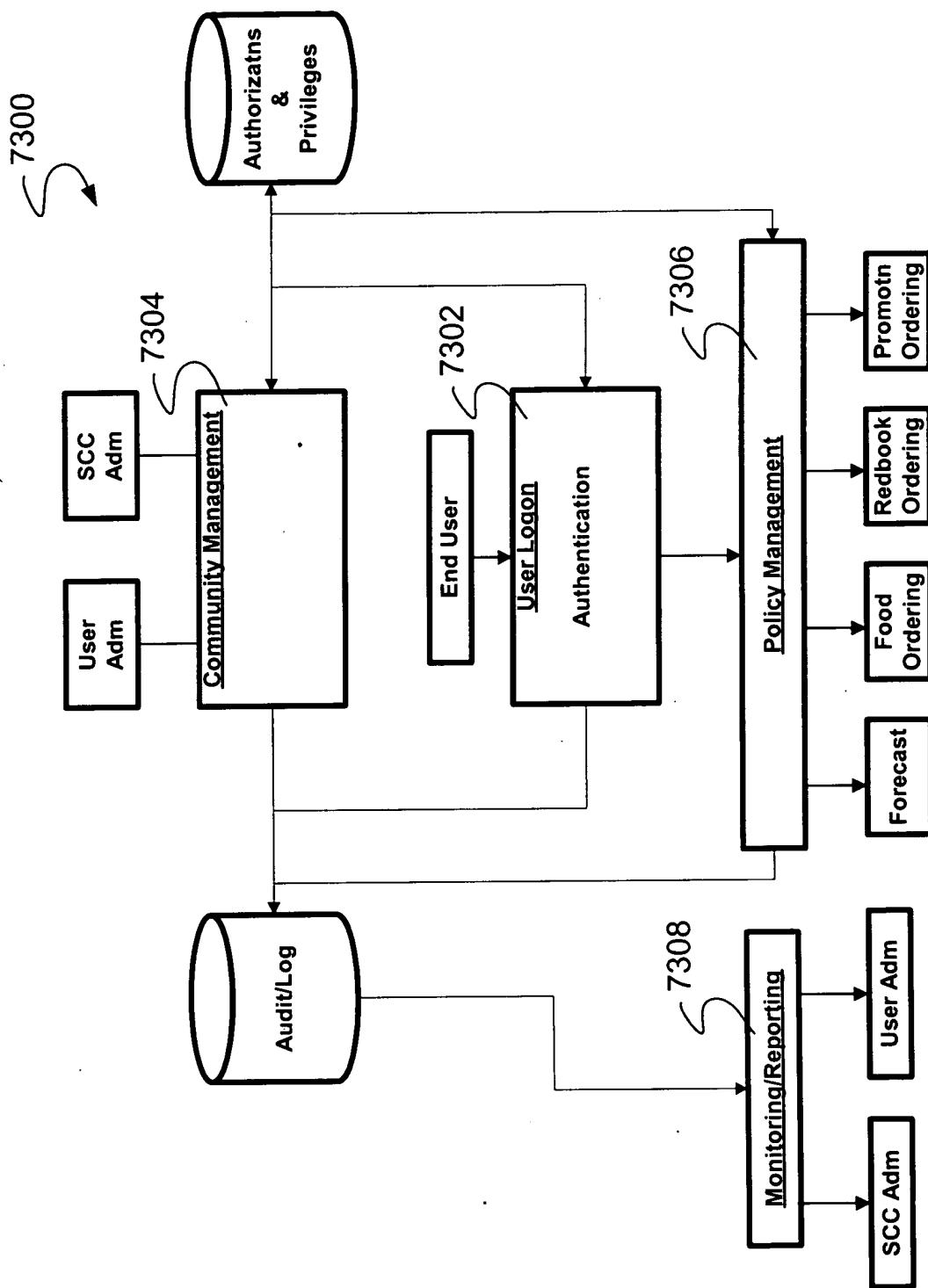


**FIG. 71**

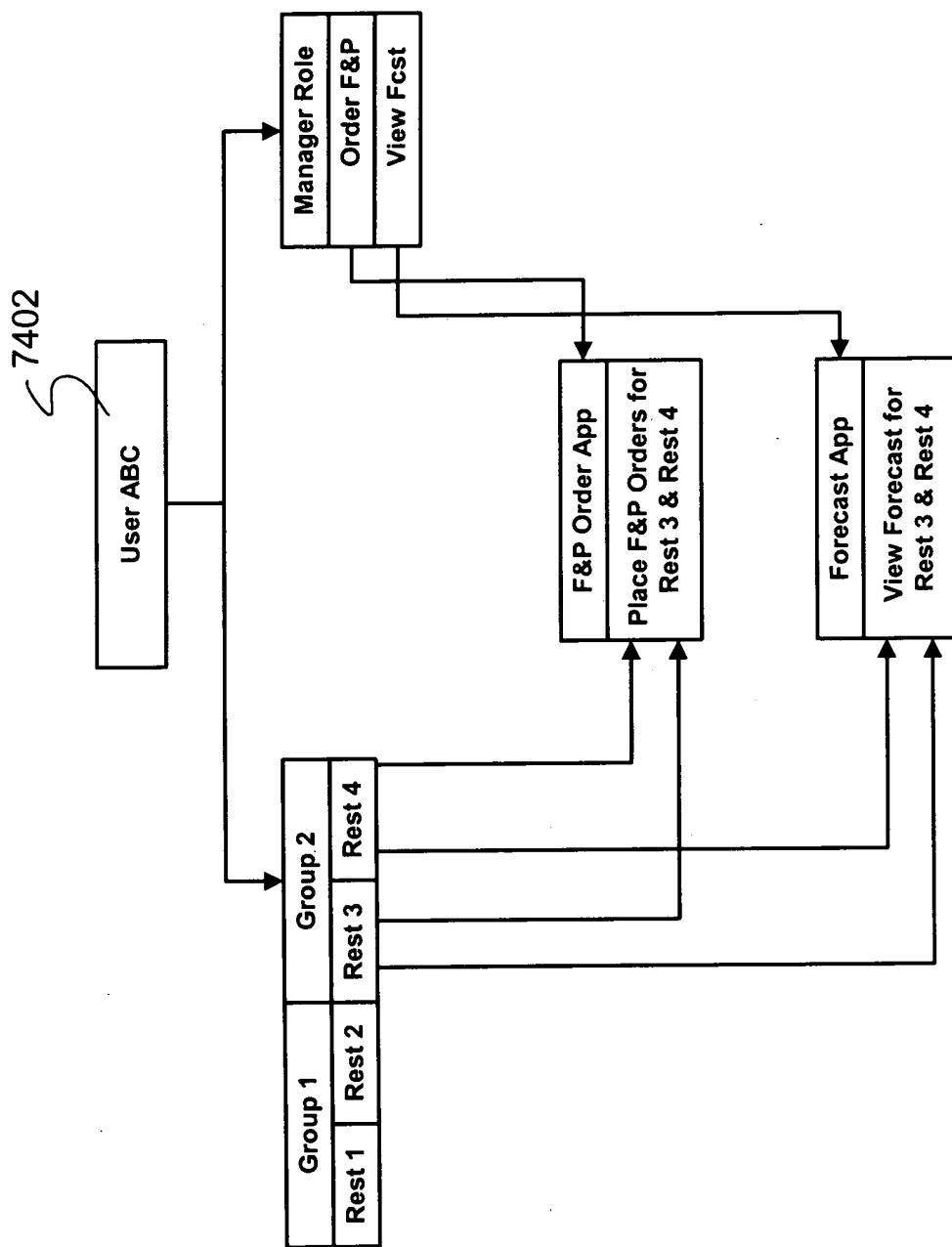


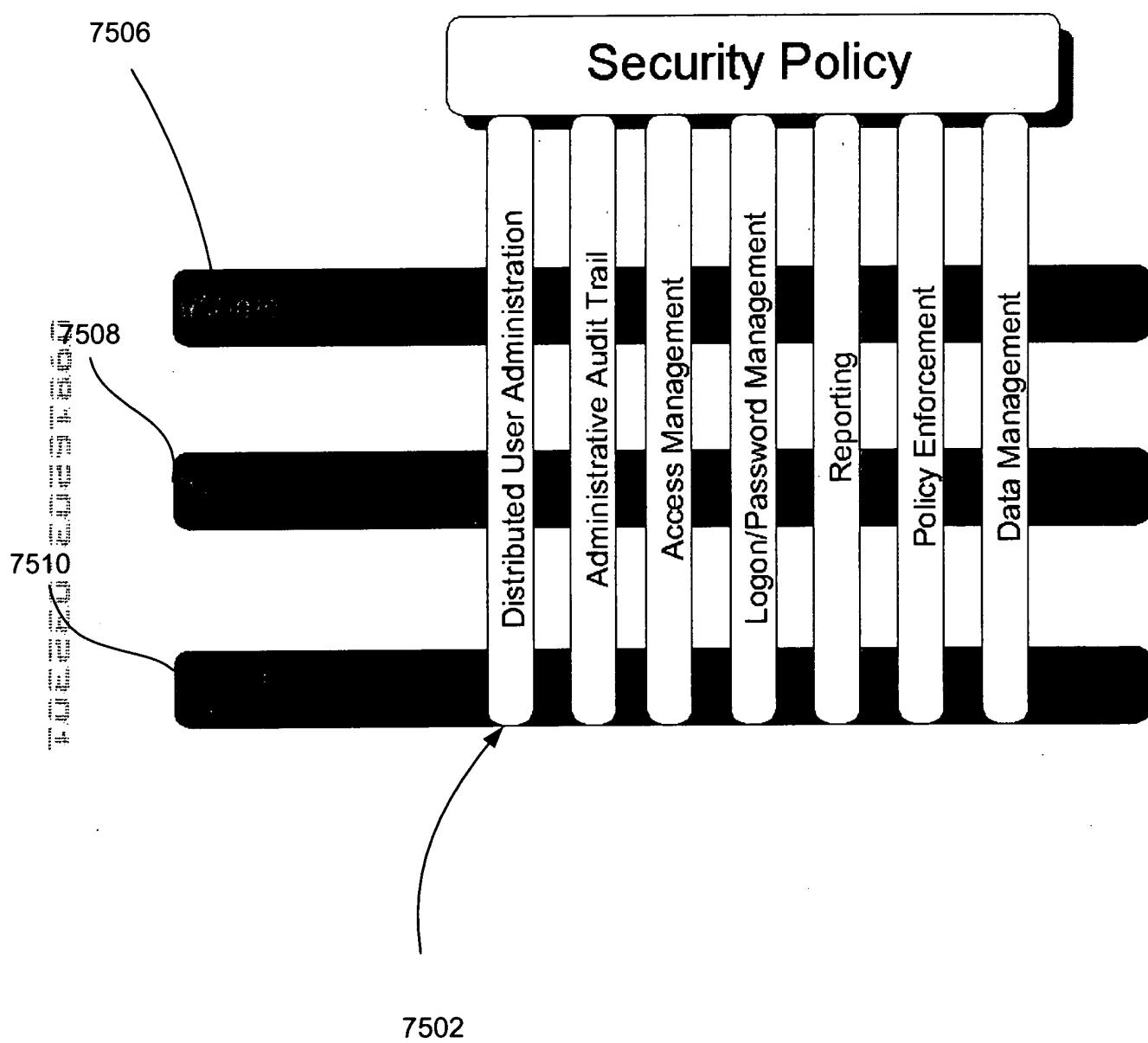
**FIG. 72**

**FIG. 73**

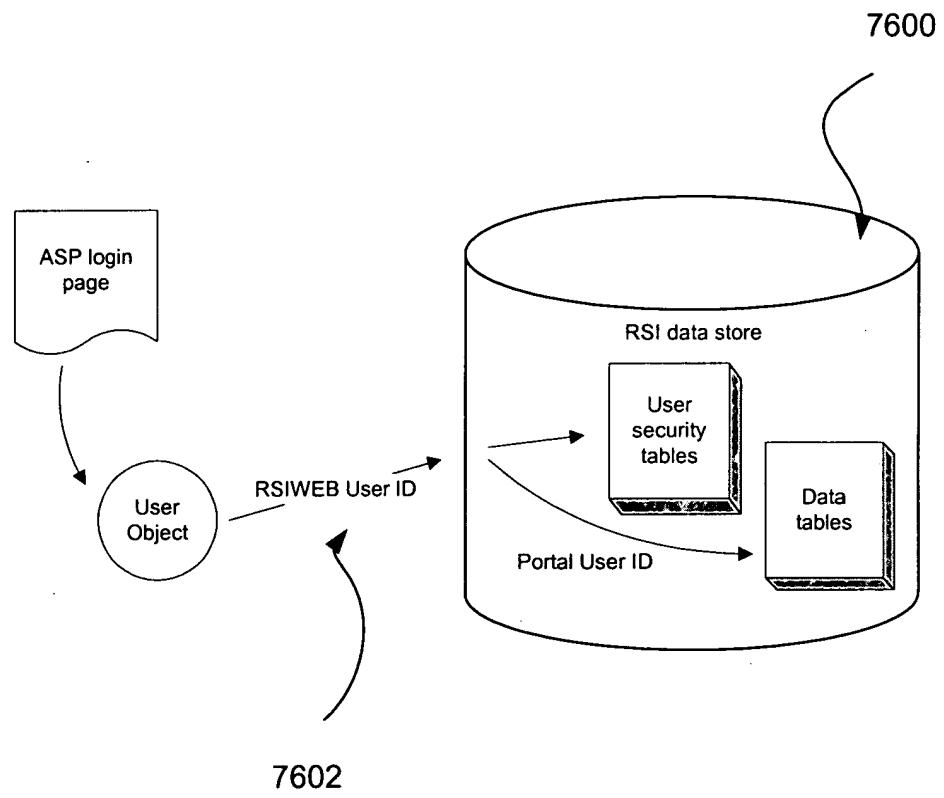


**FIG. 74**





**Fig. 75**



**Fig. 76**

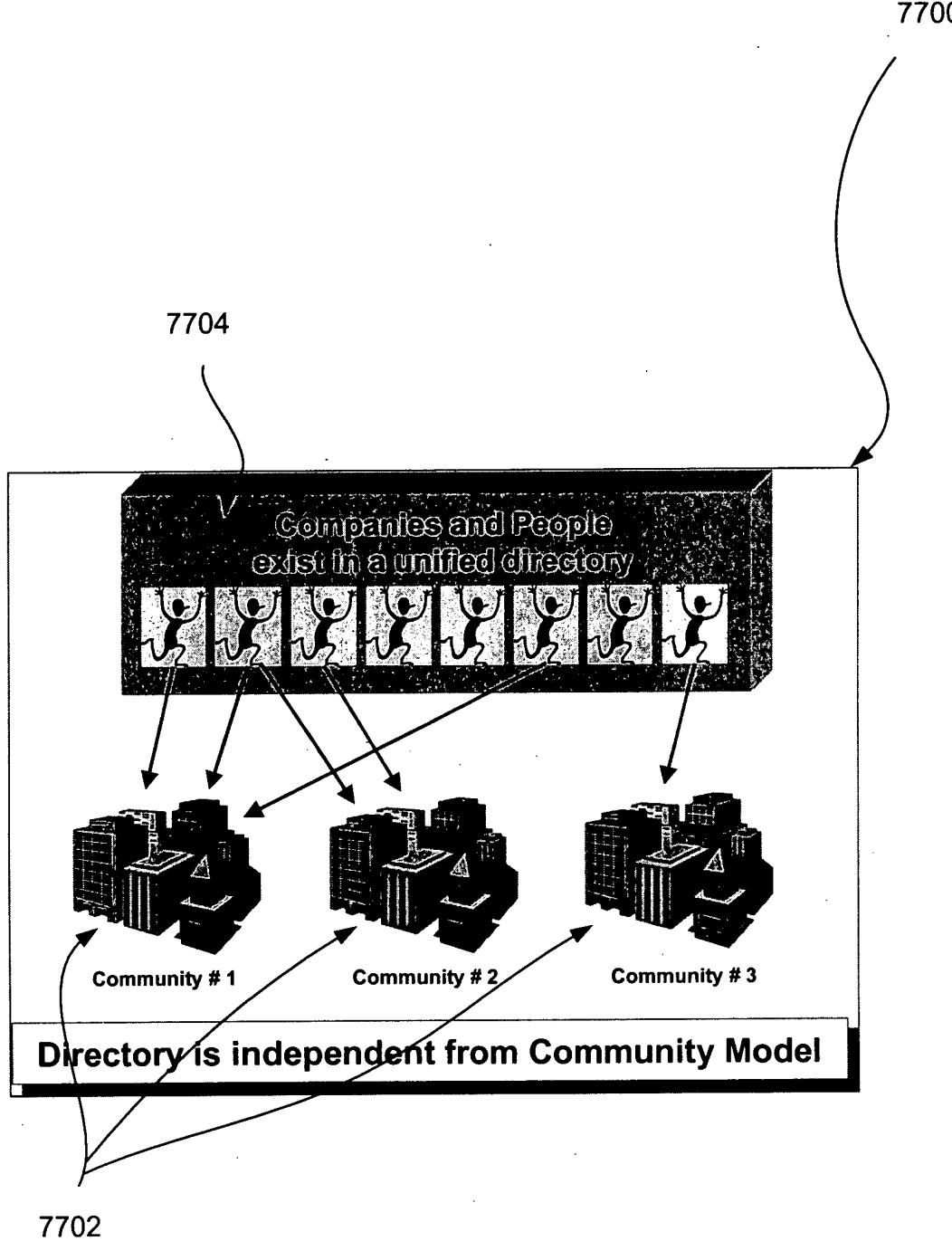
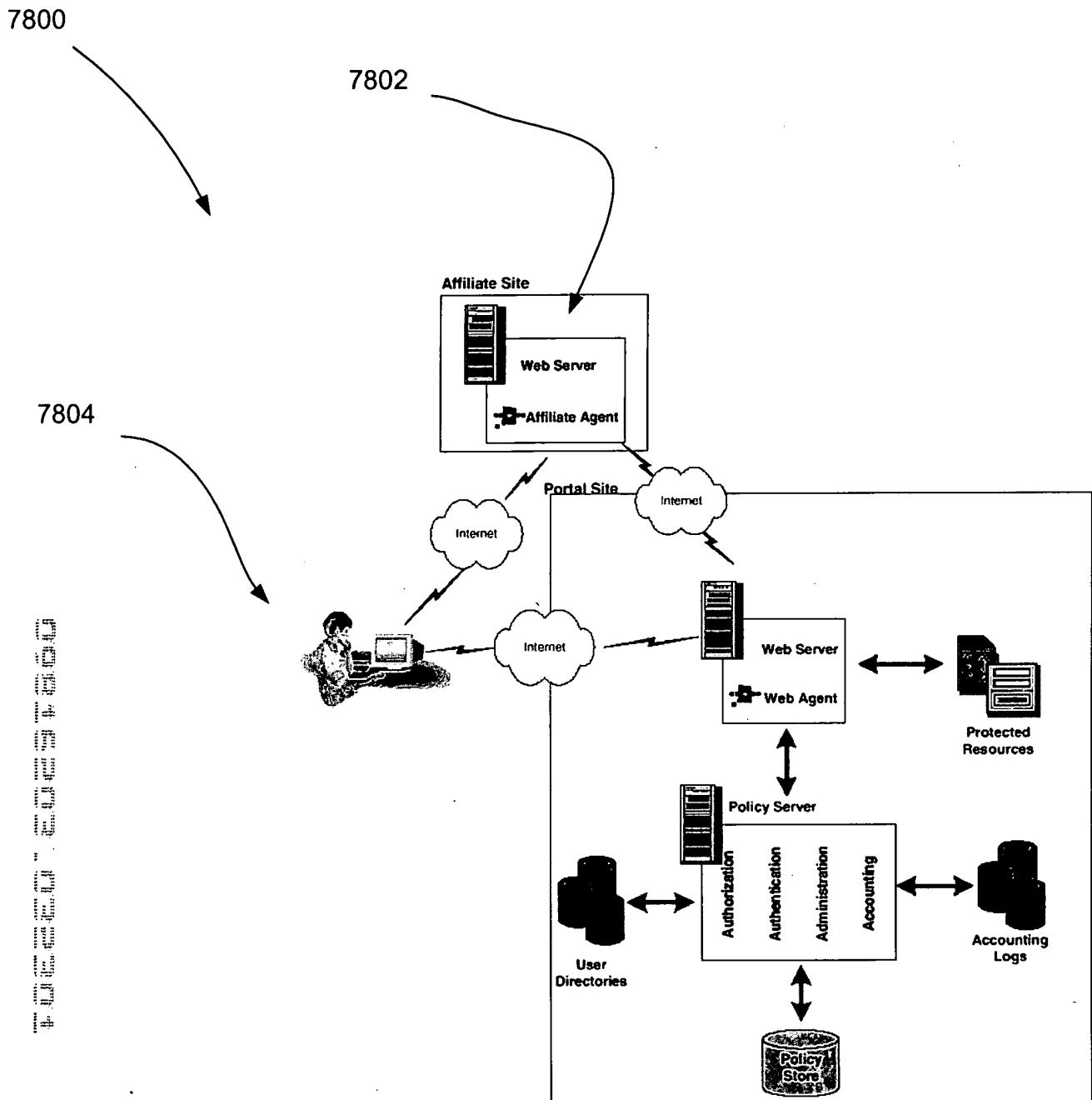


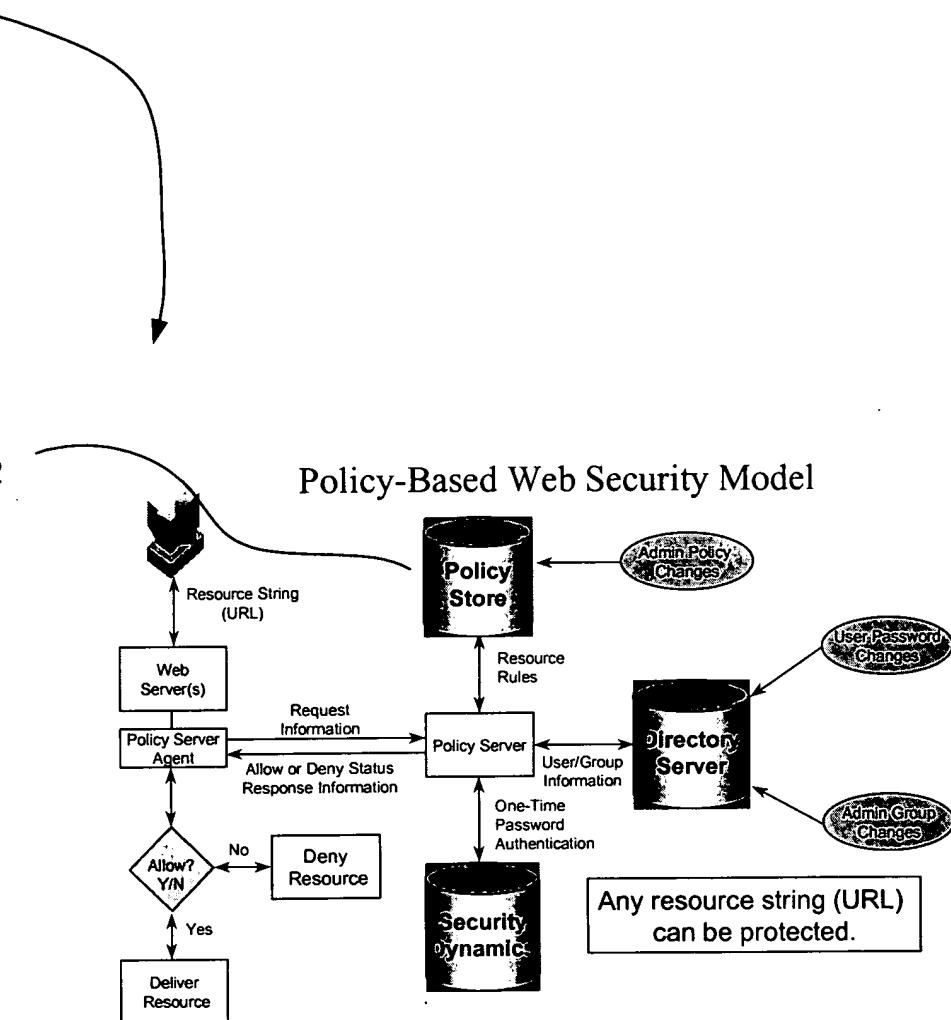
Fig. 77



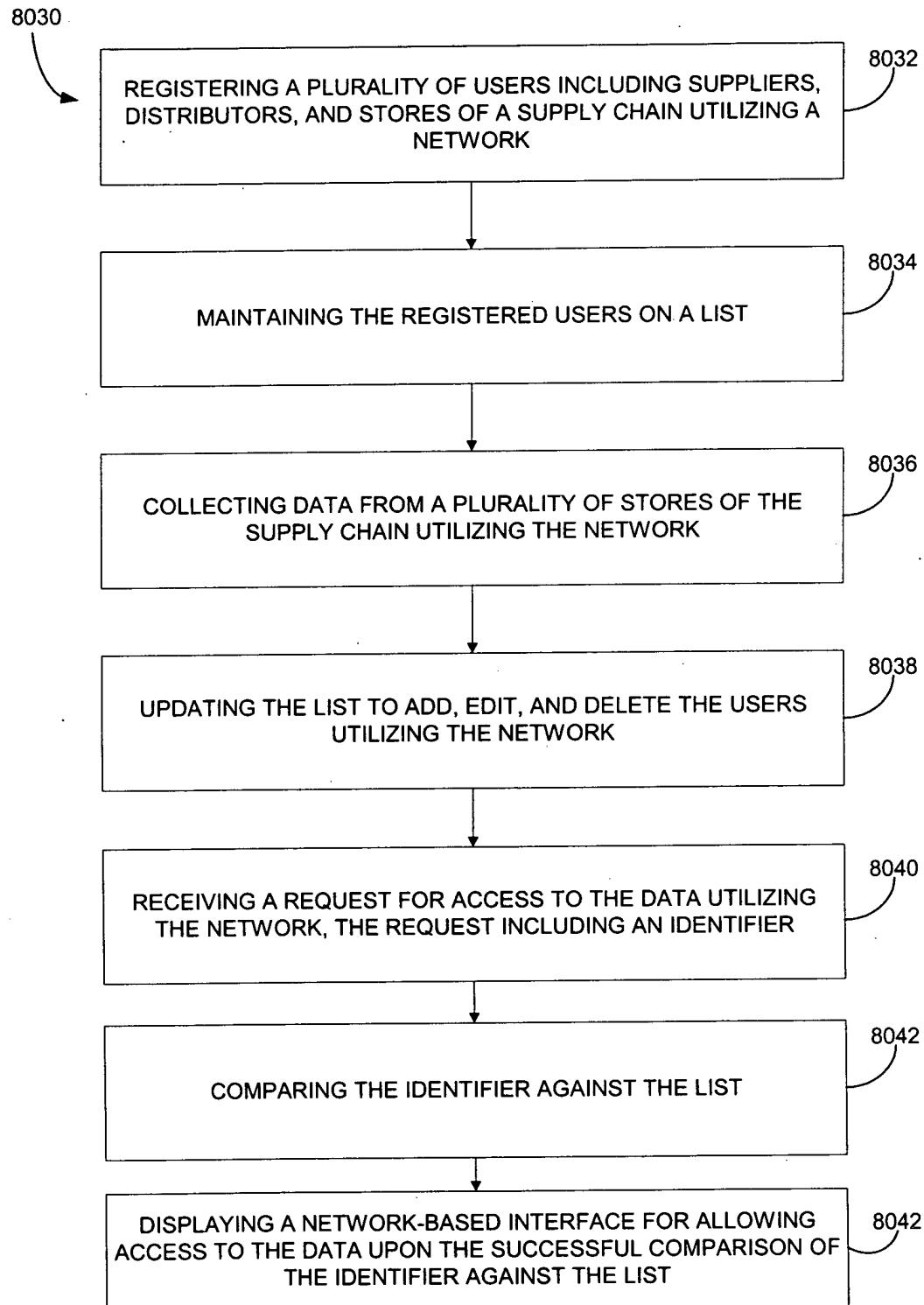
**Fig. 78**

7900

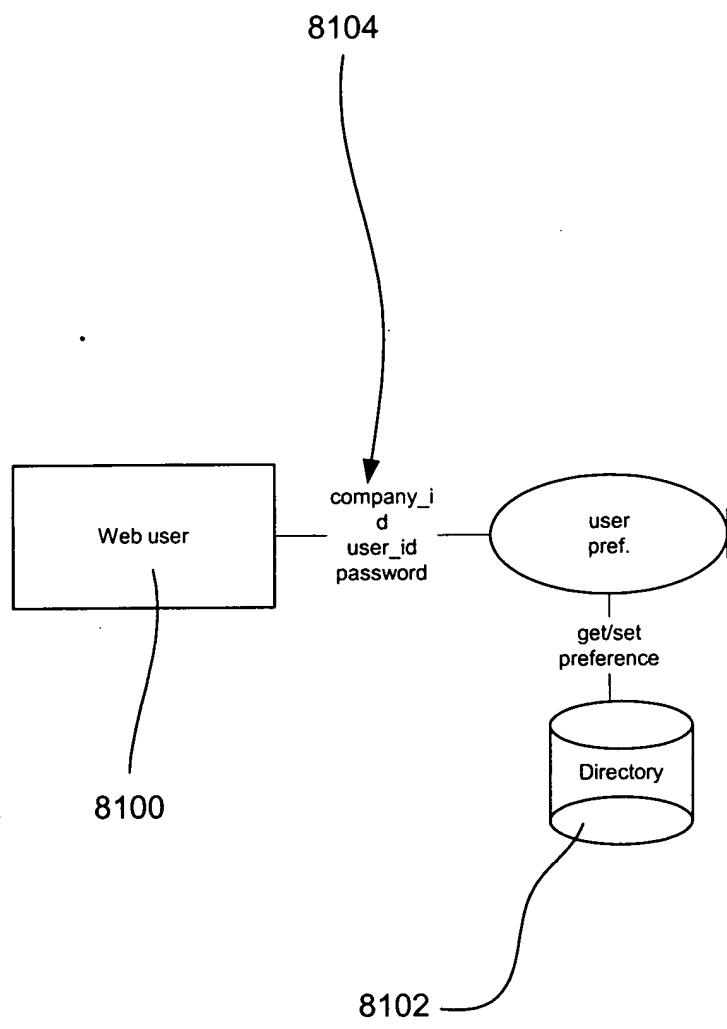
7901  
7902  
7903  
7904  
7905  
7906  
7907  
7908  
7909  
7910



**Fig. 79**



**FIG. 80**



**Fig. 81**

8200

8202

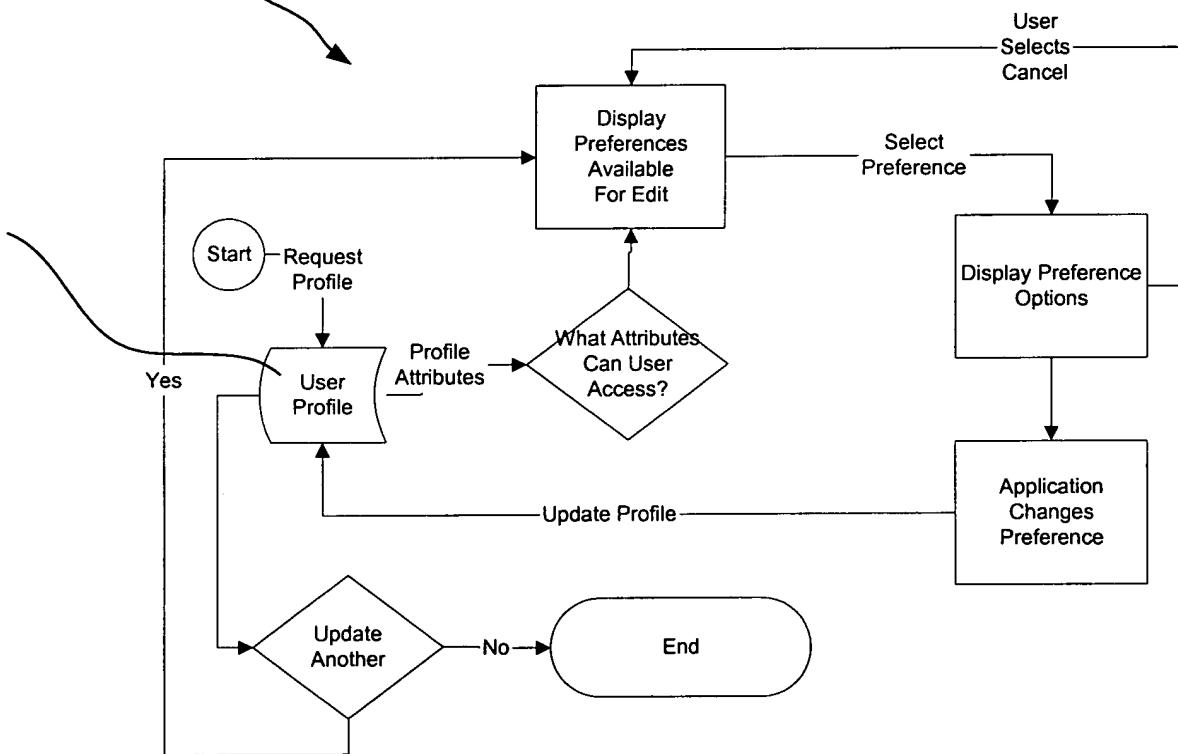
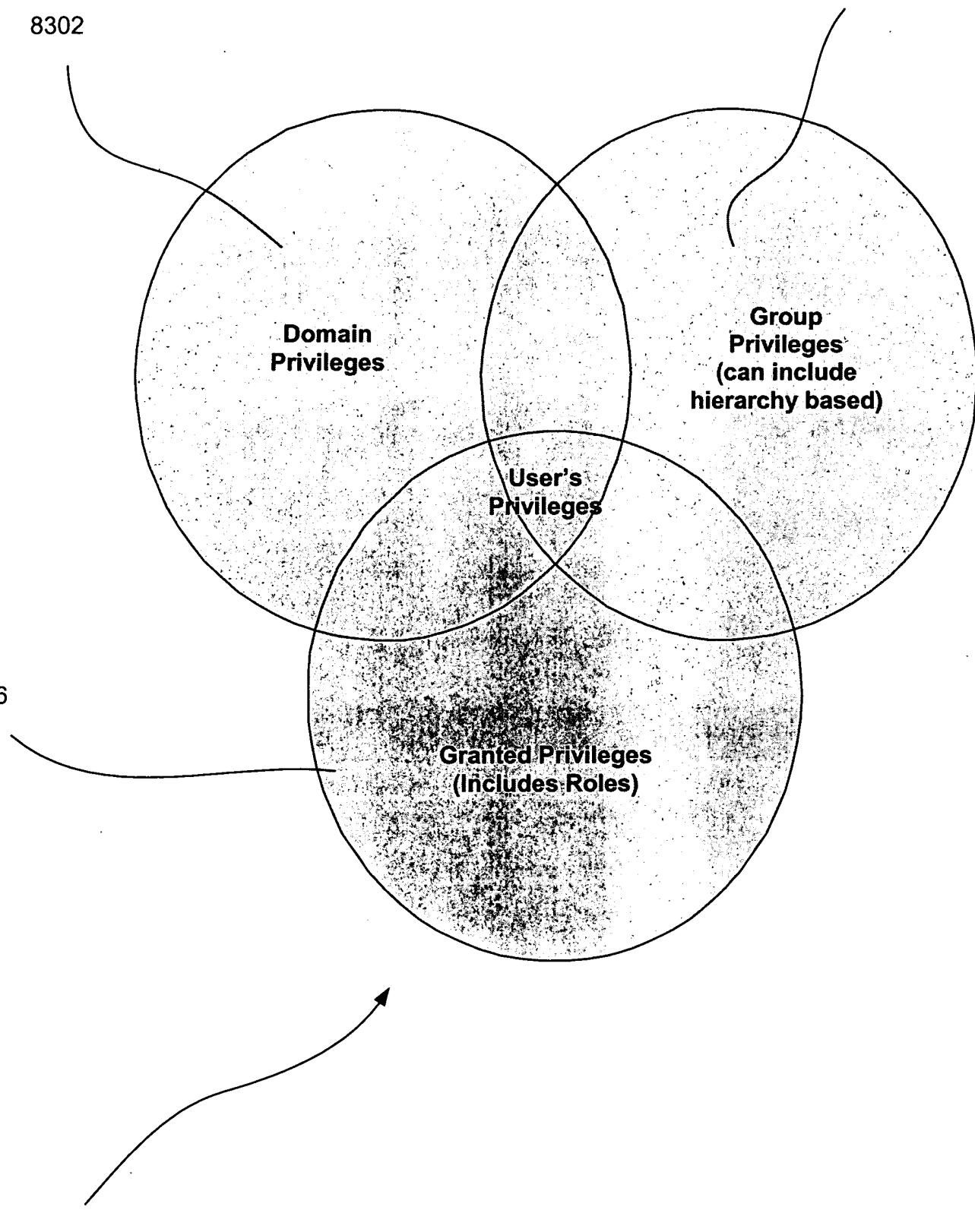


Fig. 82

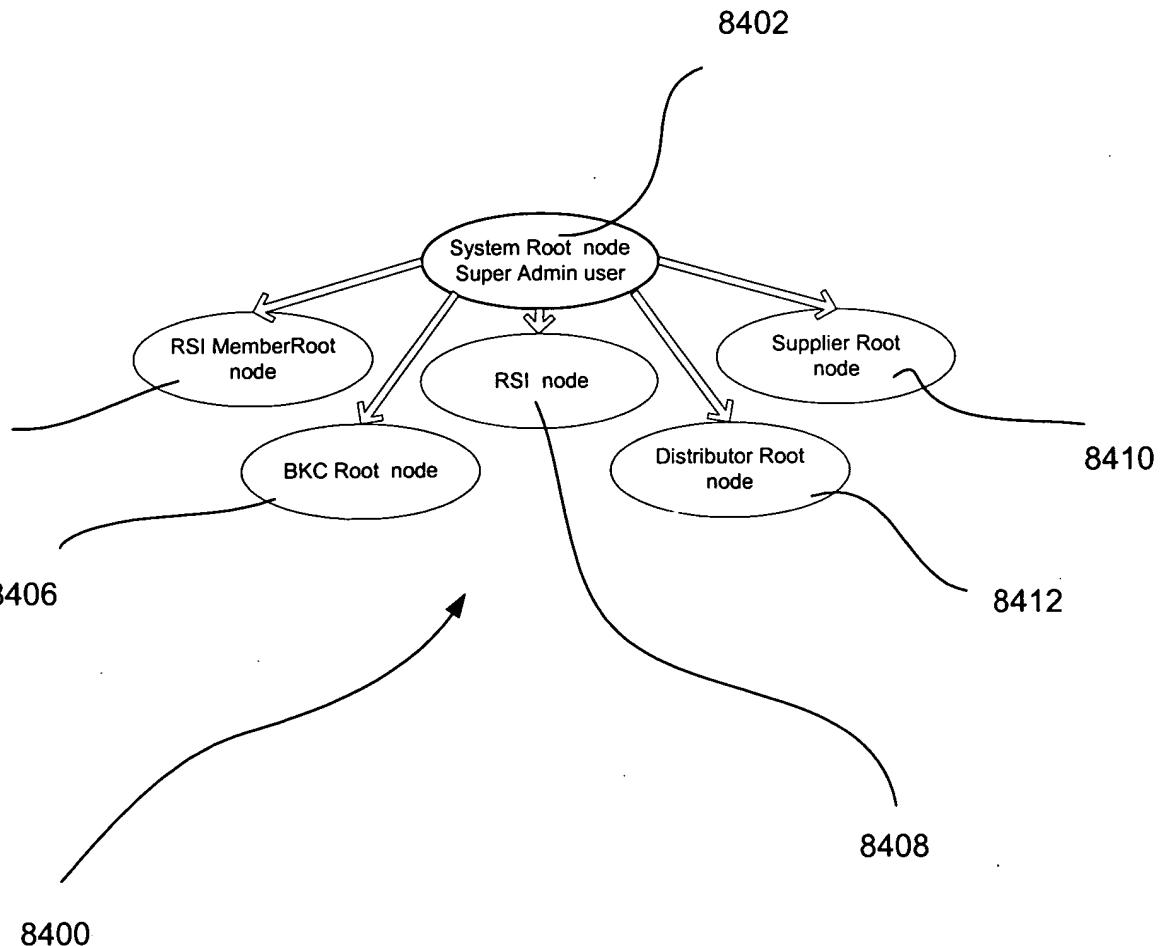
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8302

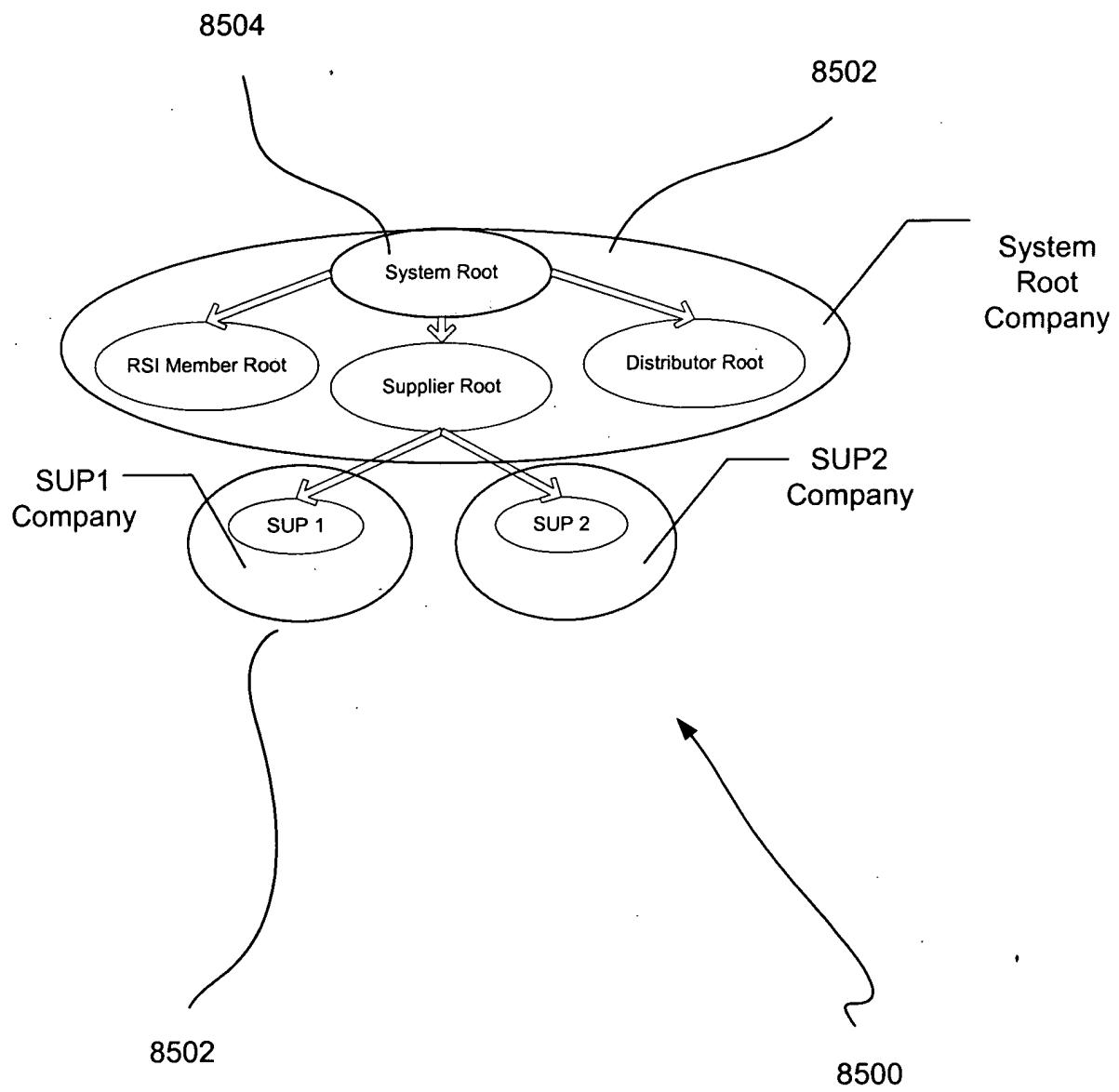


**Fig. 83**

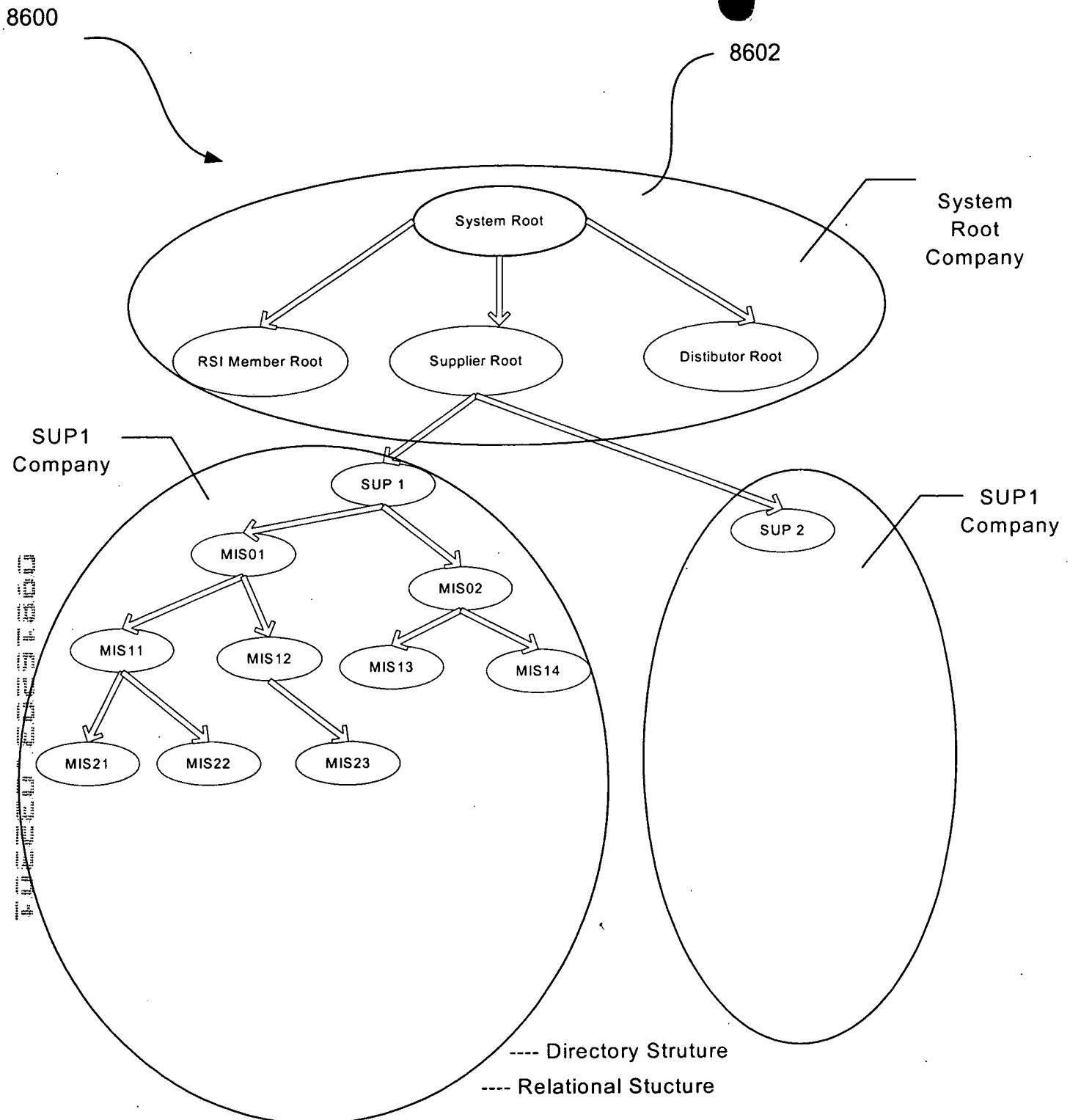
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8402  
8404  
8406  
8408  
8410  
8412



**Fig. 84**



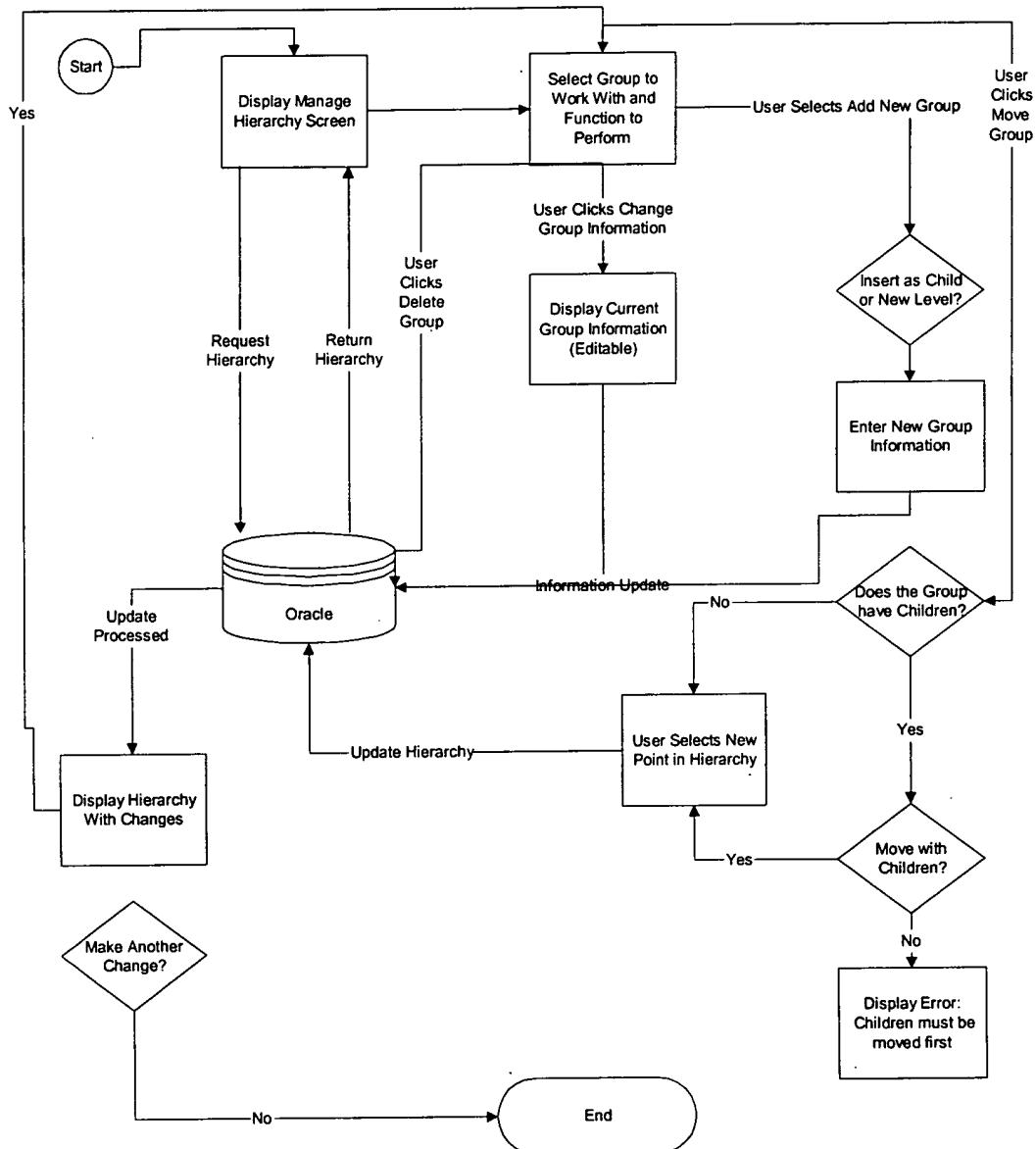
**Fig. 85**



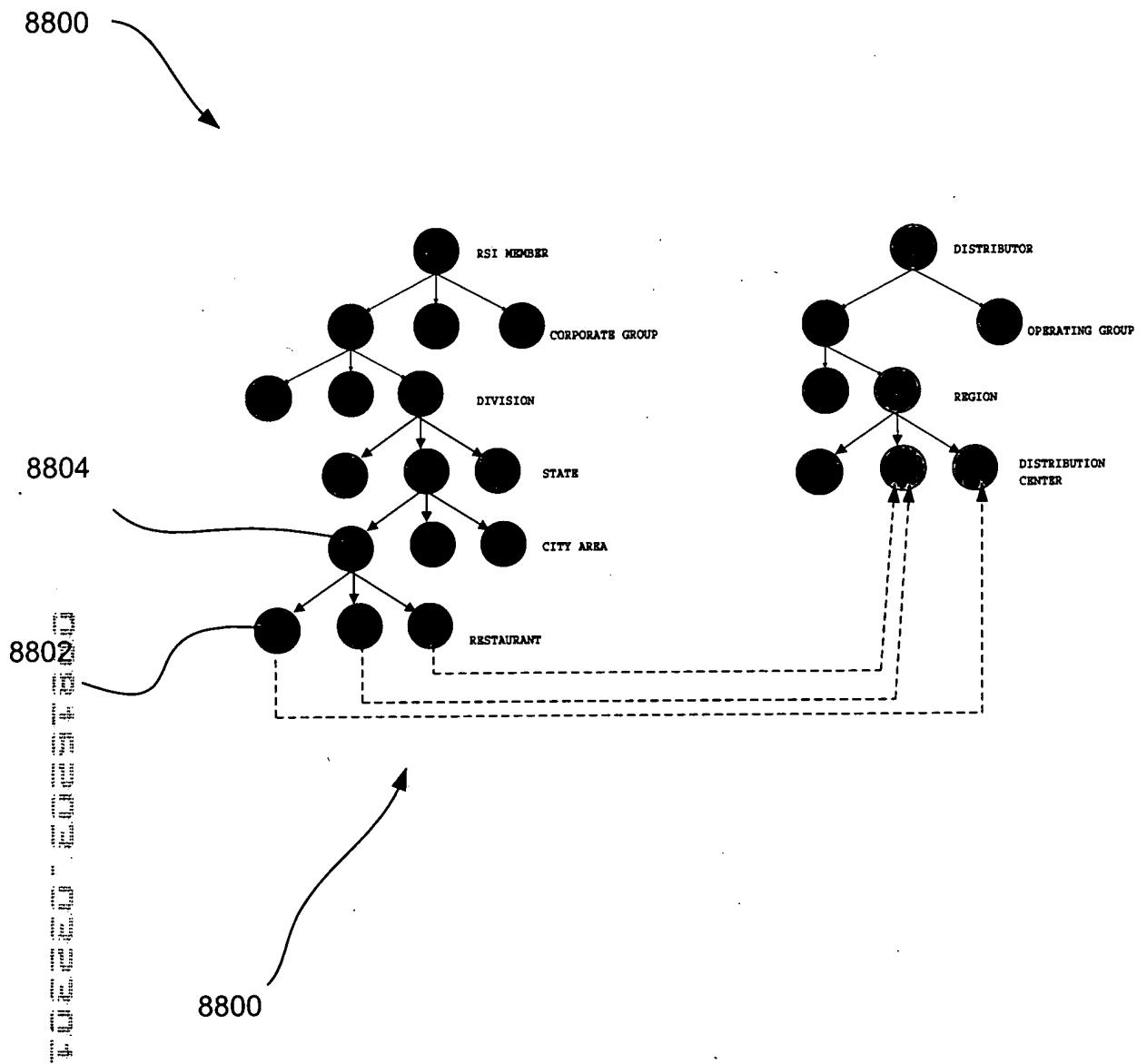
**Fig. 86**

8700

### Group Hierarchy Management: Data Flow



**Fig. 87**



**Fig. 88**

8902



1400

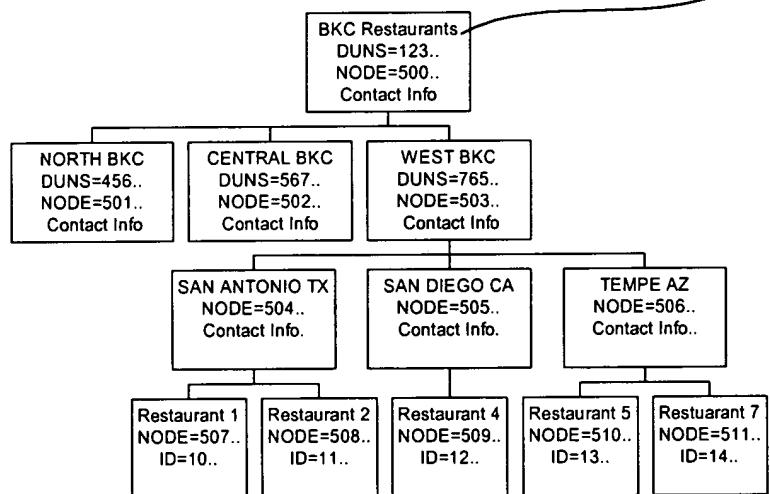
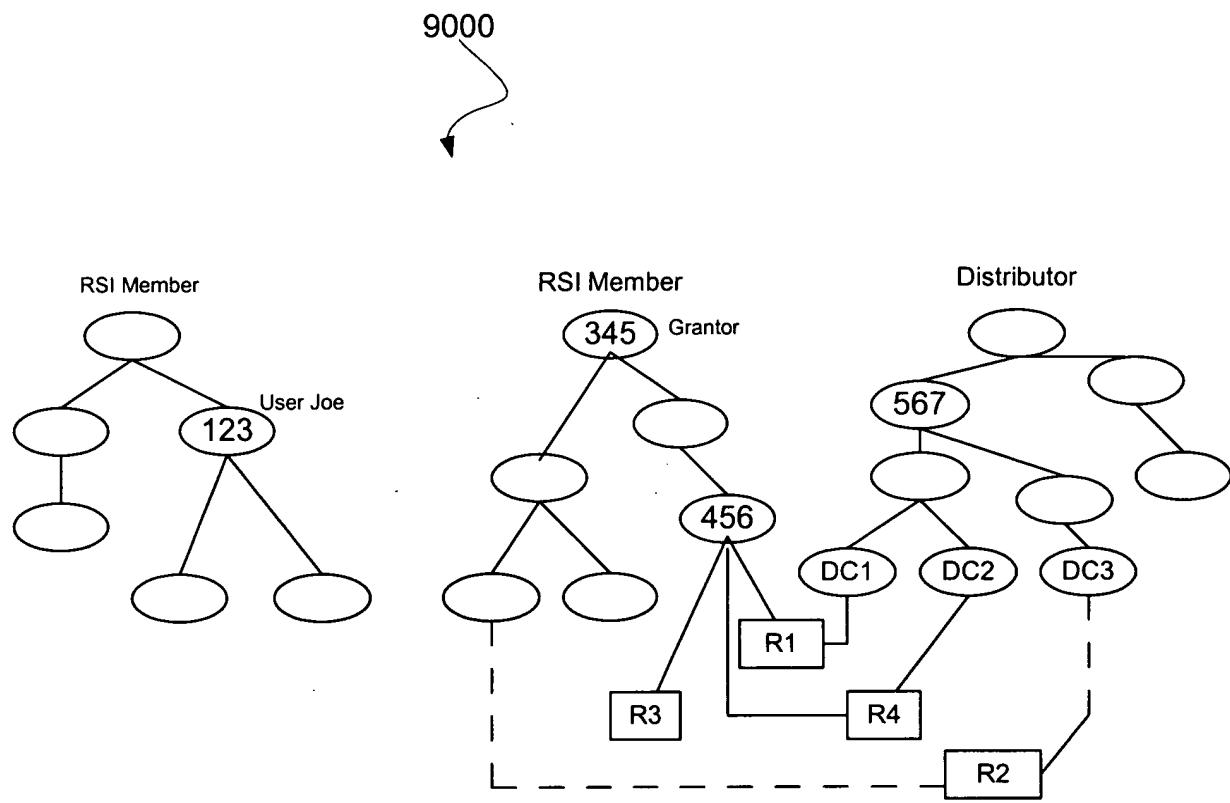


Fig. 89



**FIG. 90**

9100

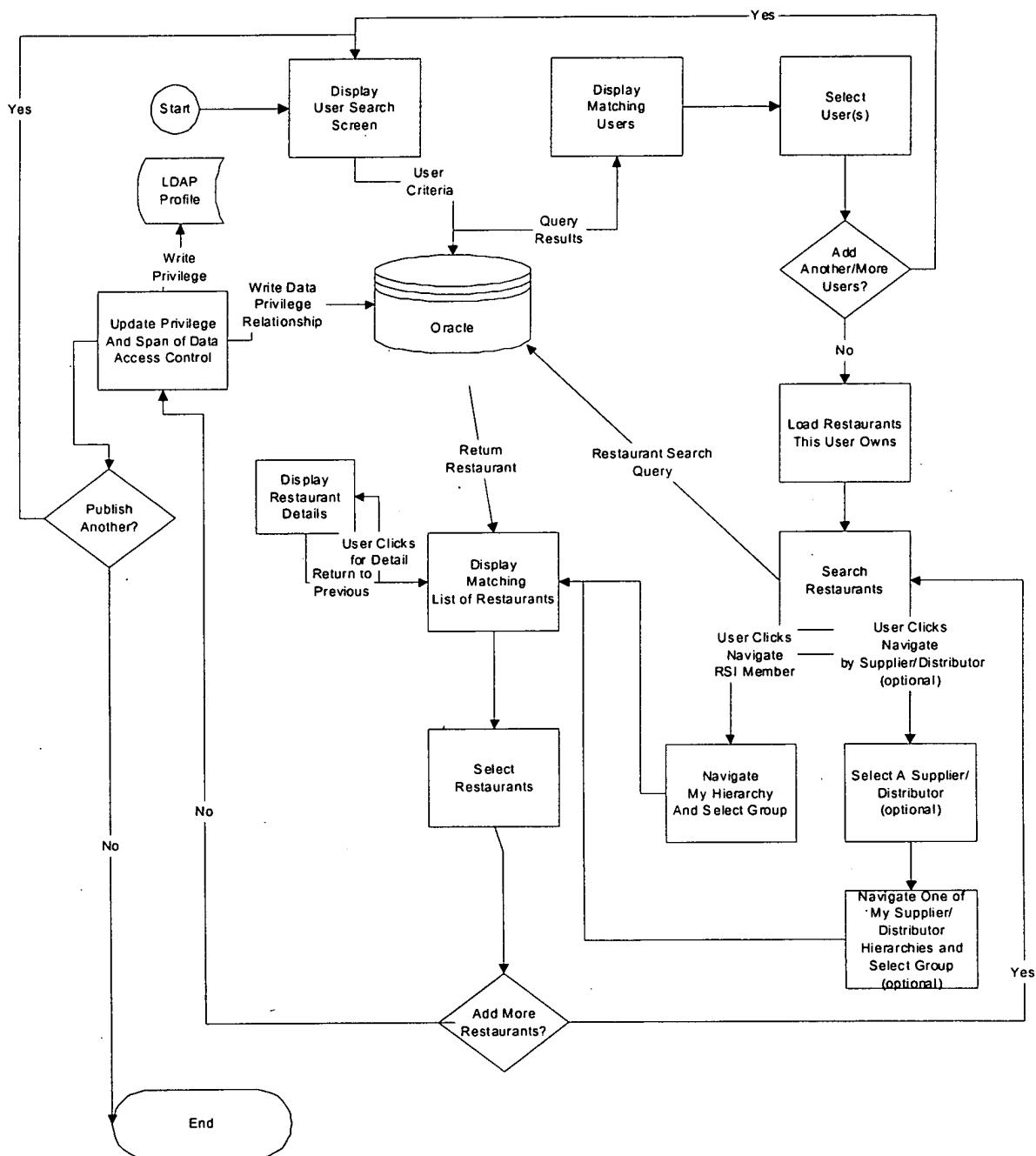
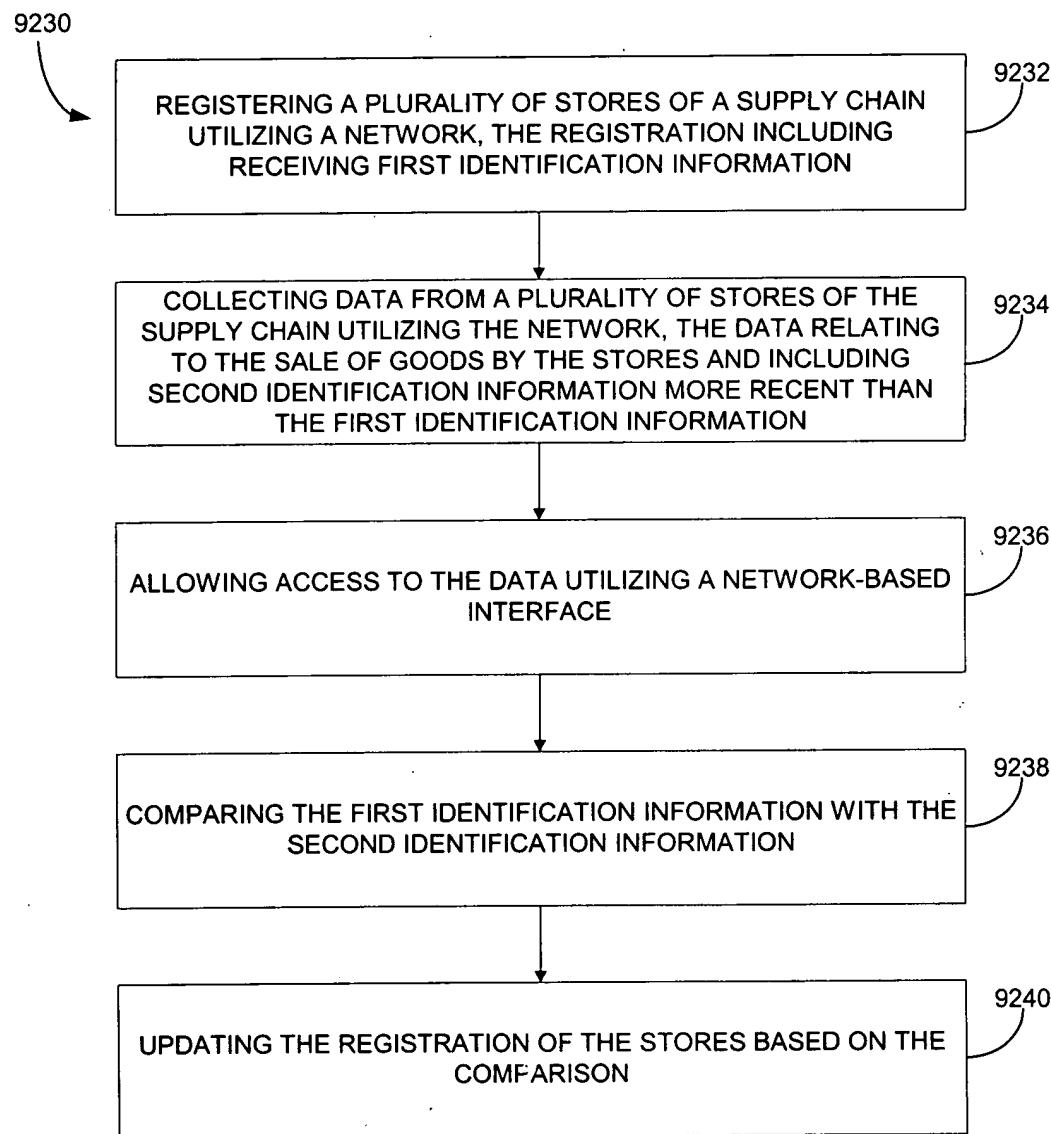
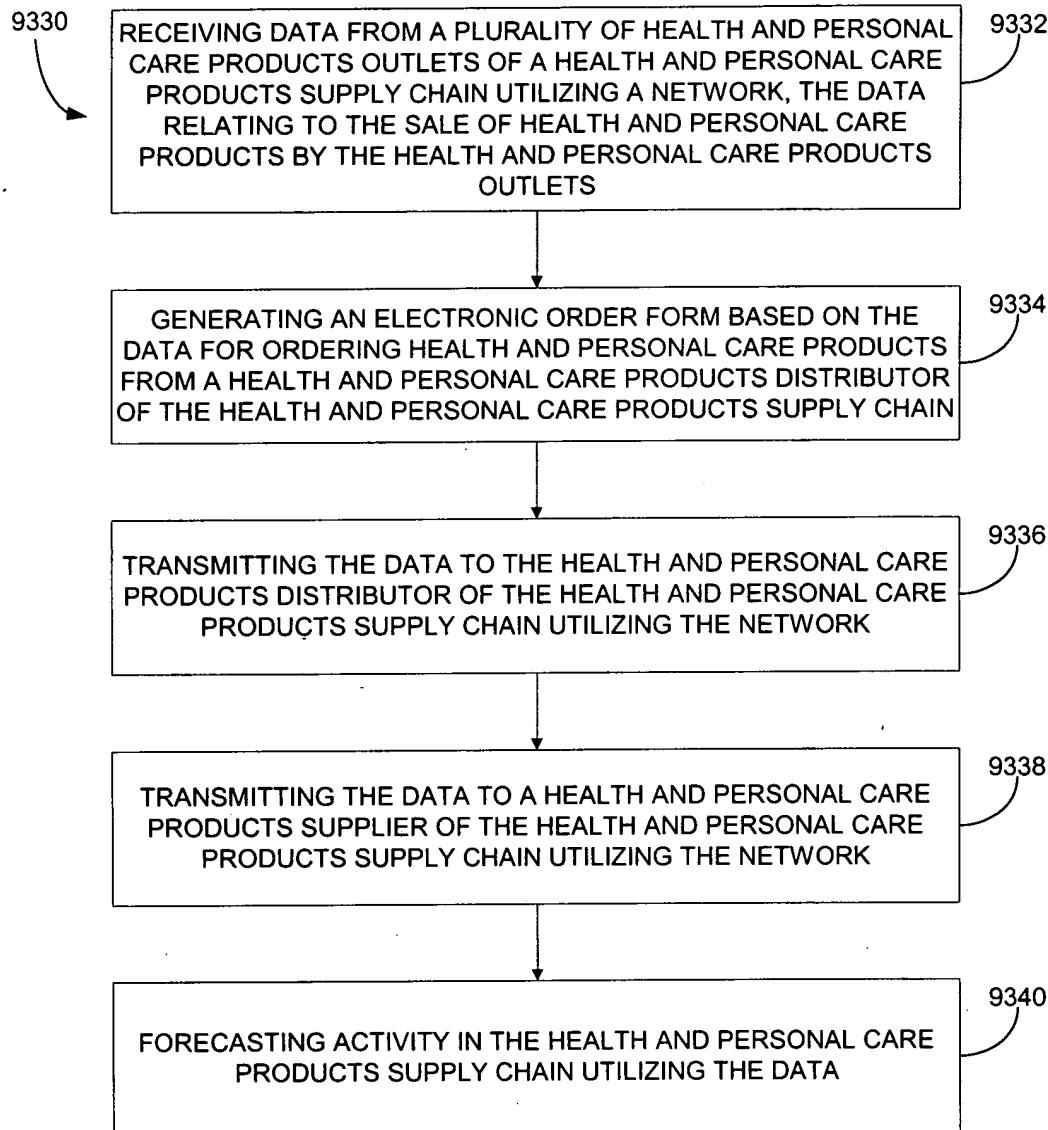


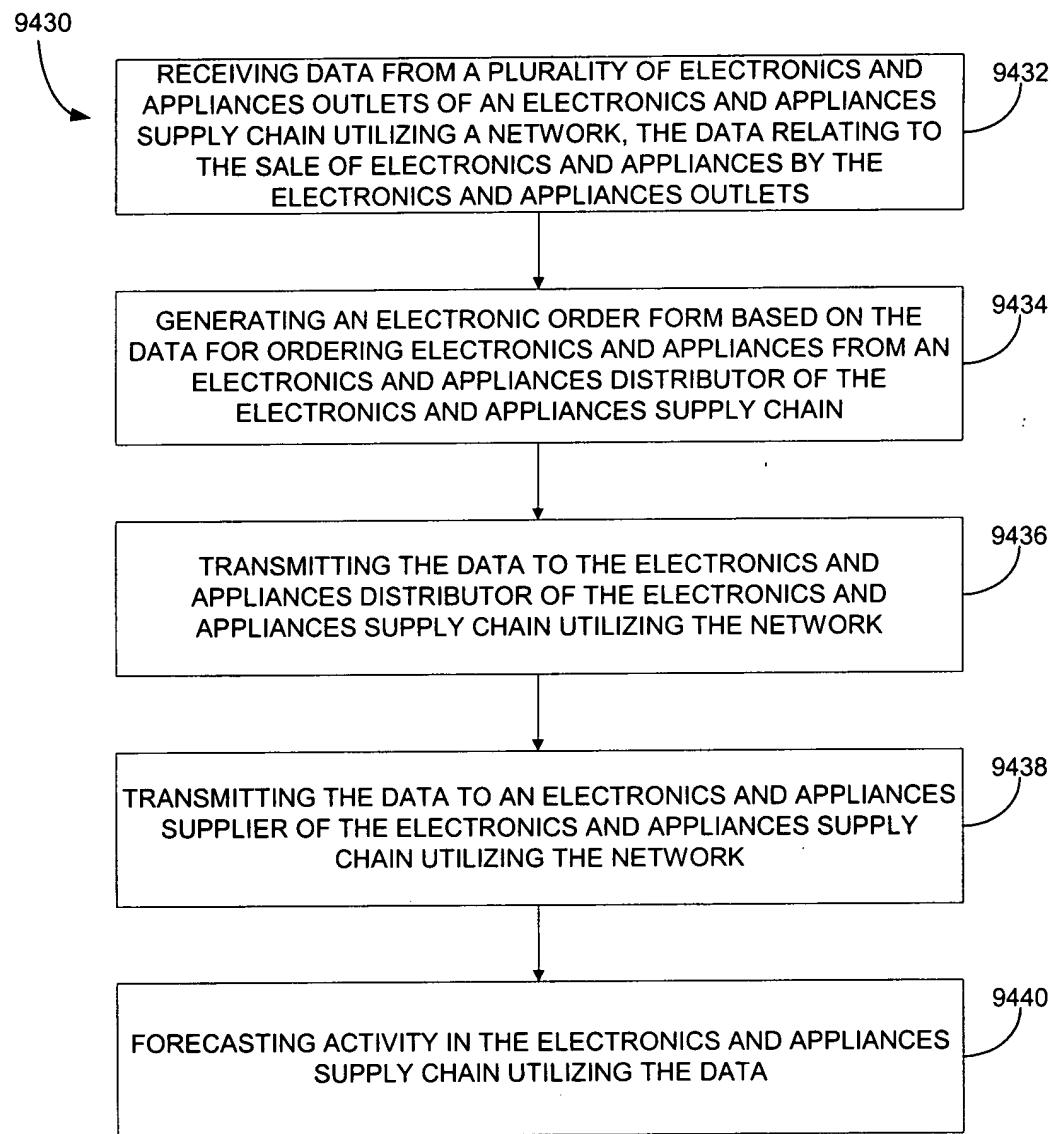
Fig. 91



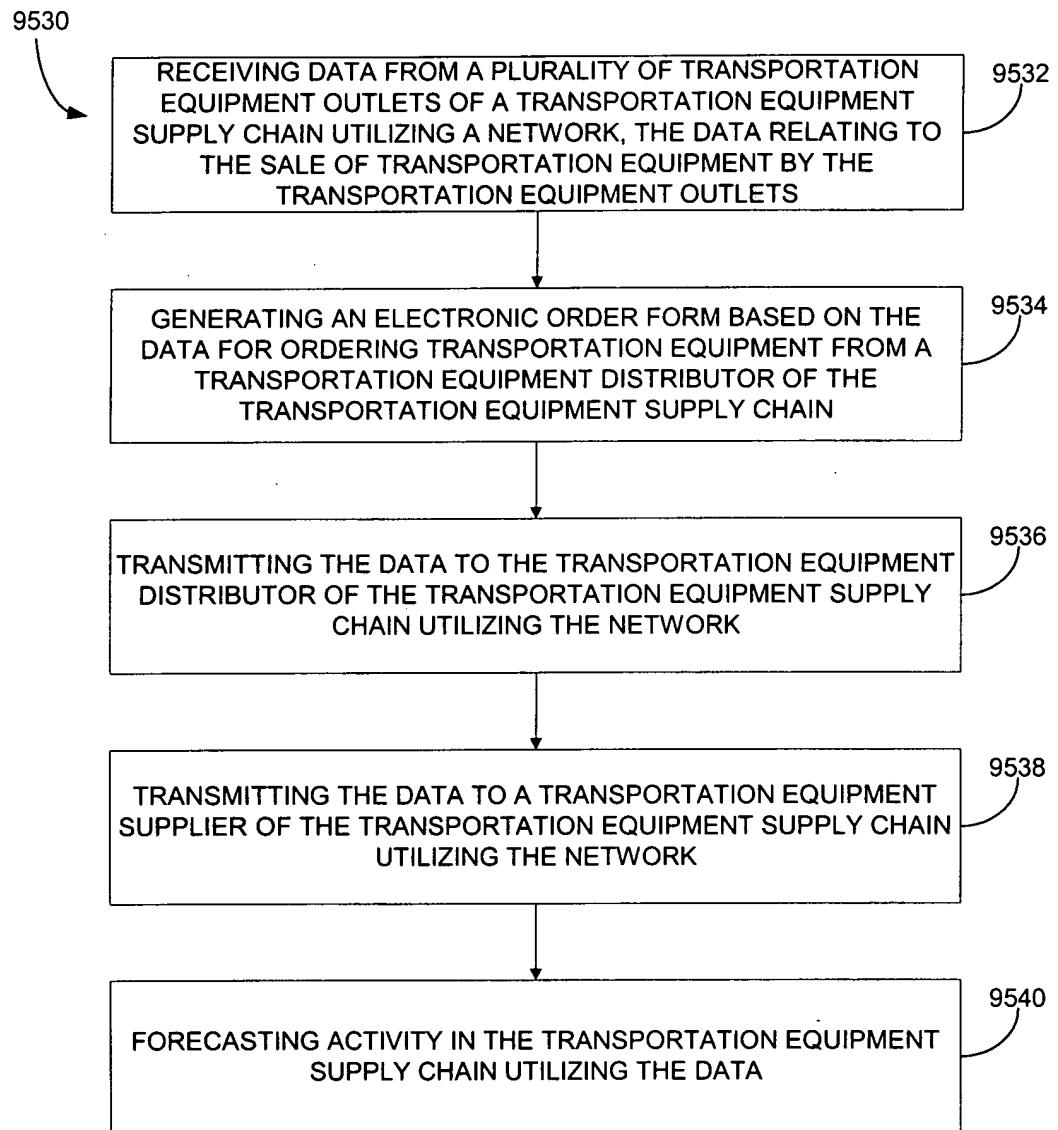
**FIG. 92**



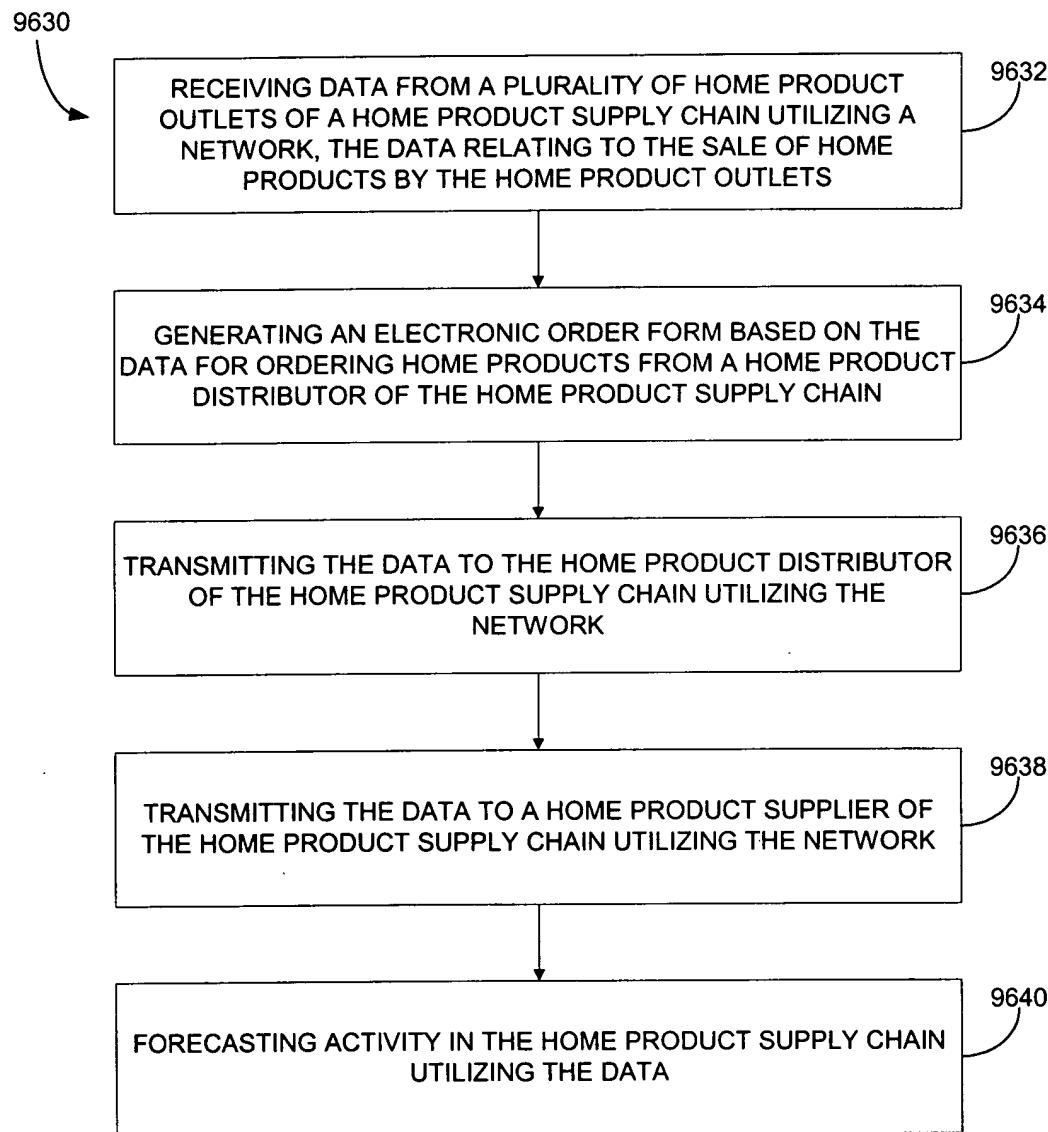
**FIG. 93**



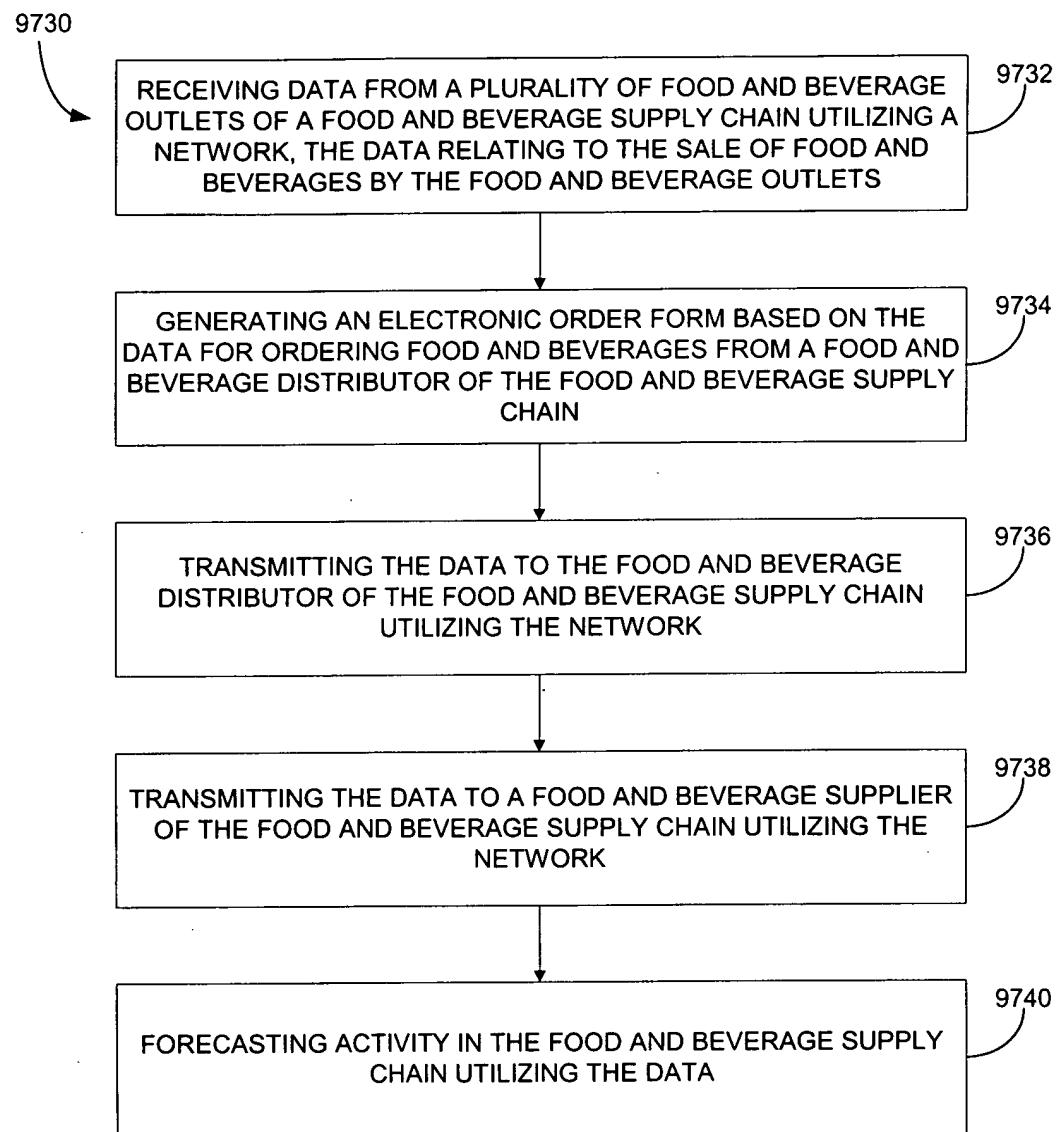
**FIG. 94**



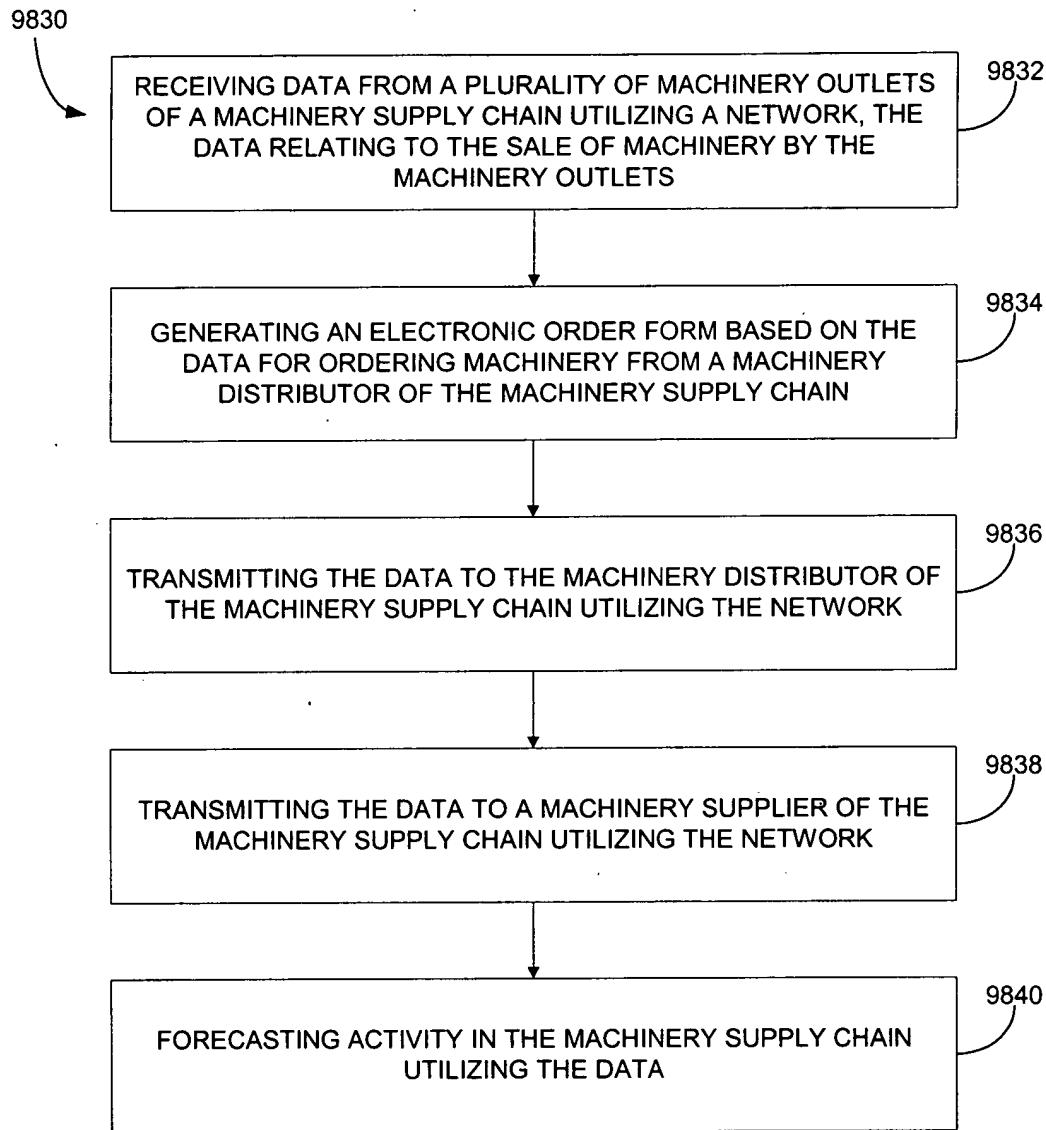
**FIG. 95**



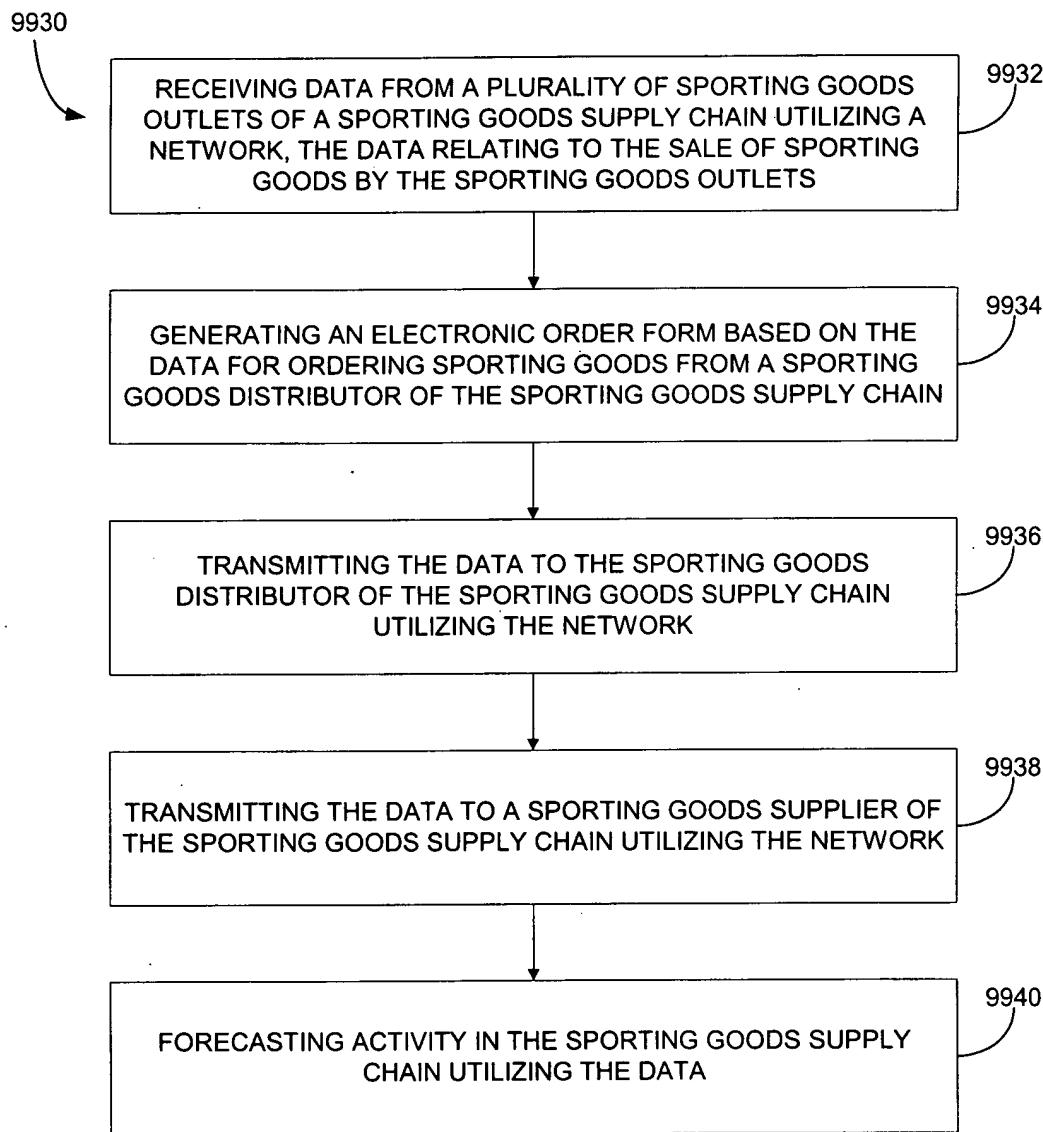
**FIG. 96**



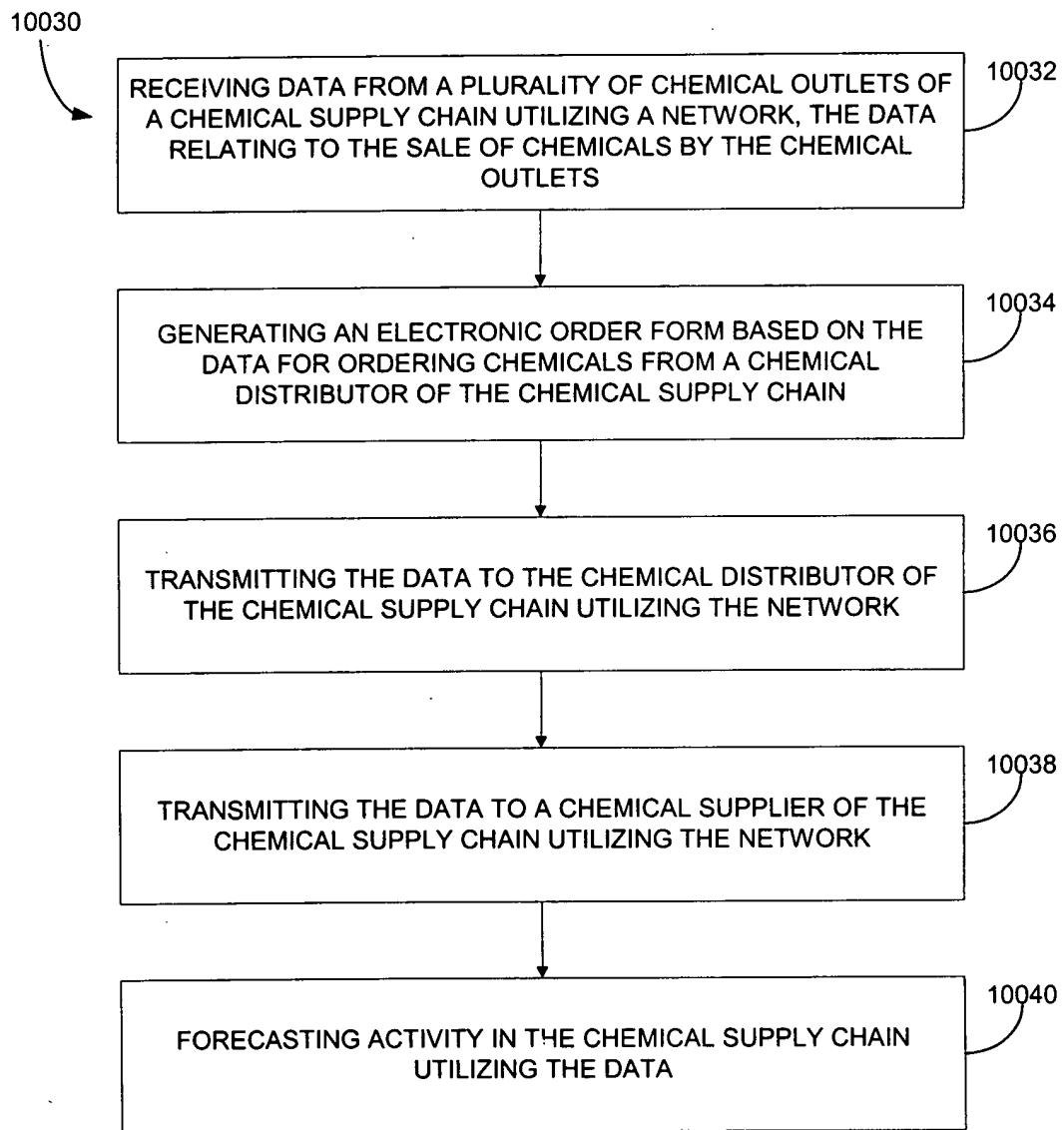
**FIG. 97**



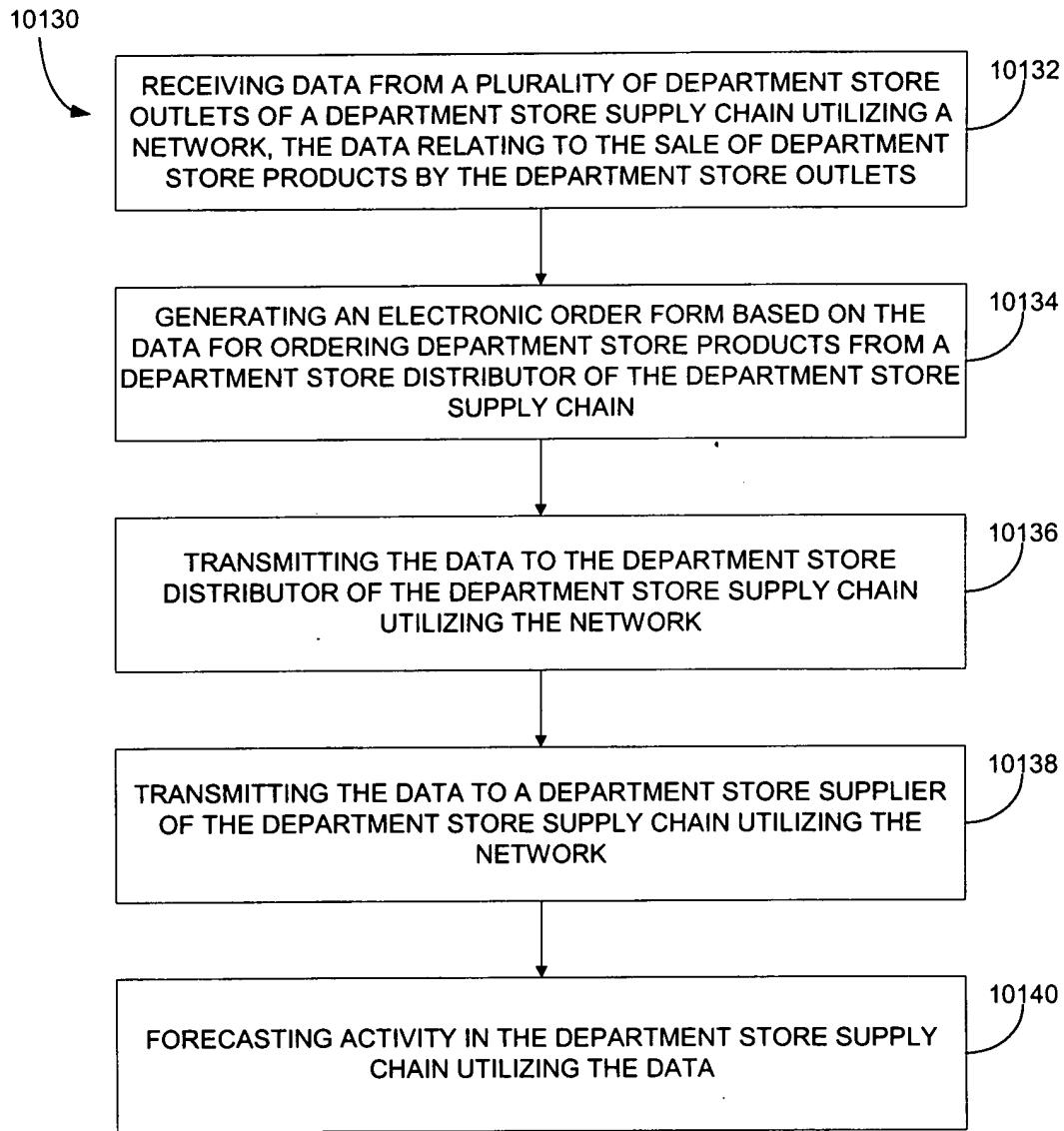
**FIG. 98**



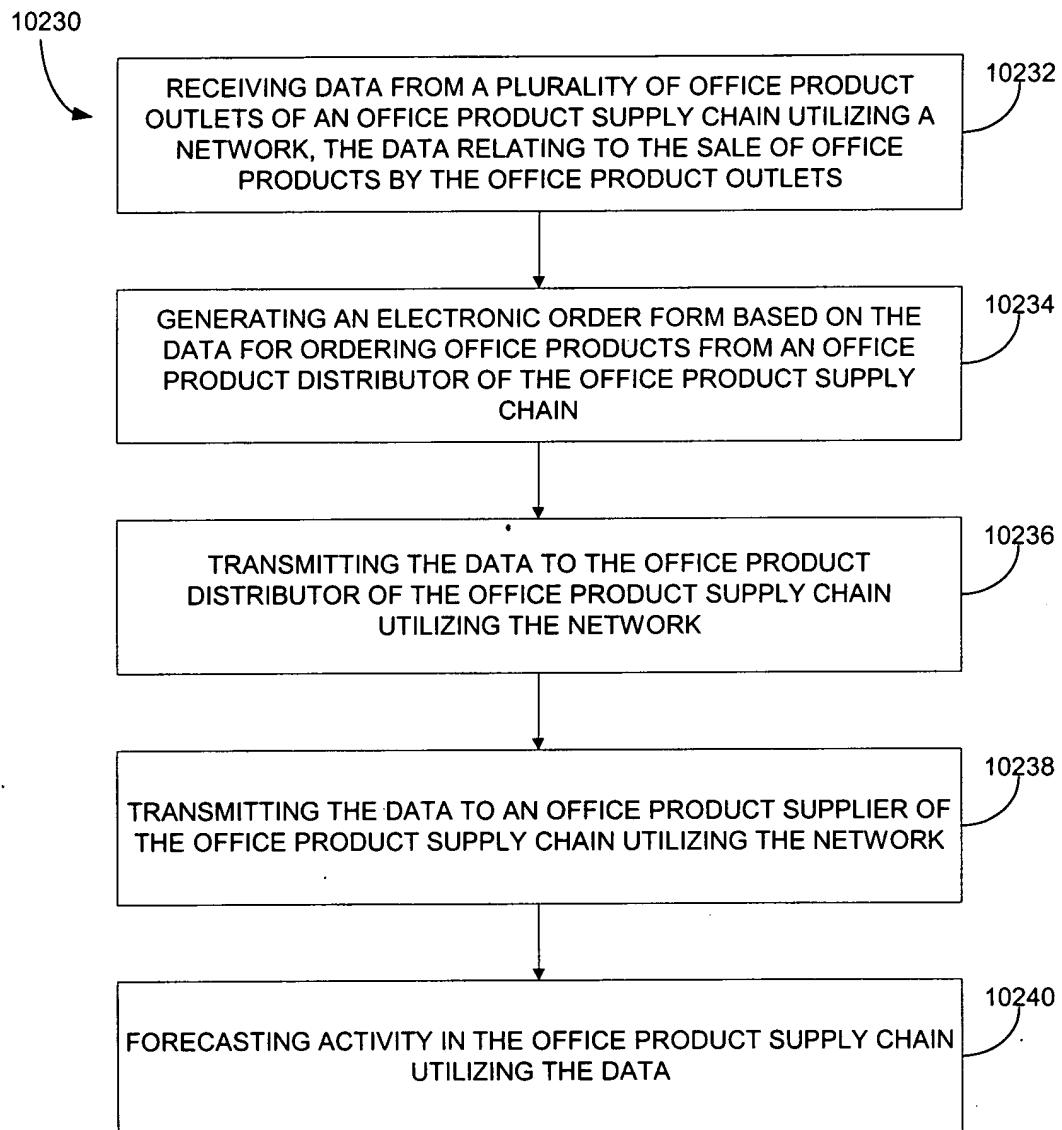
**FIG. 99**



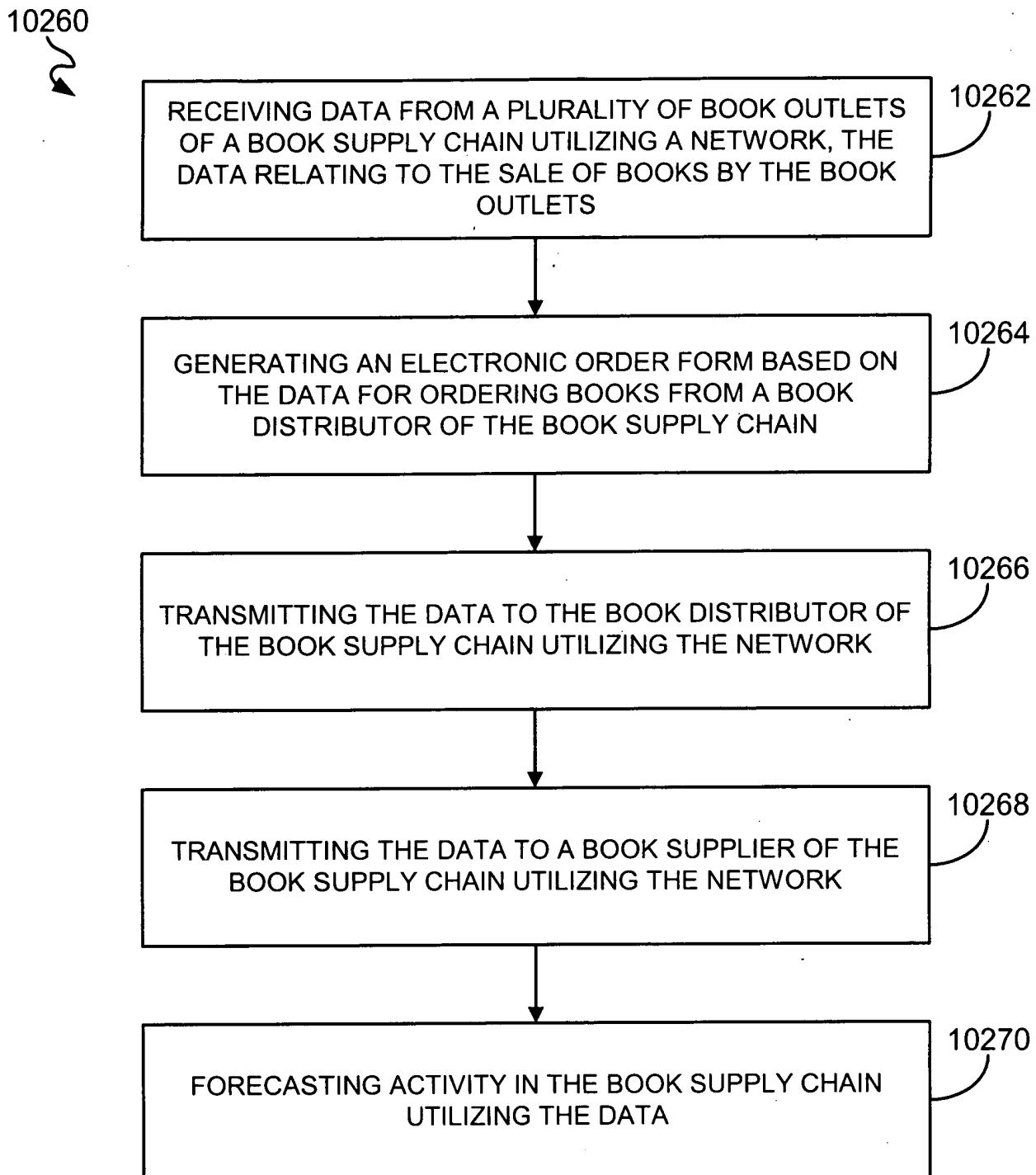
**FIG. 100**



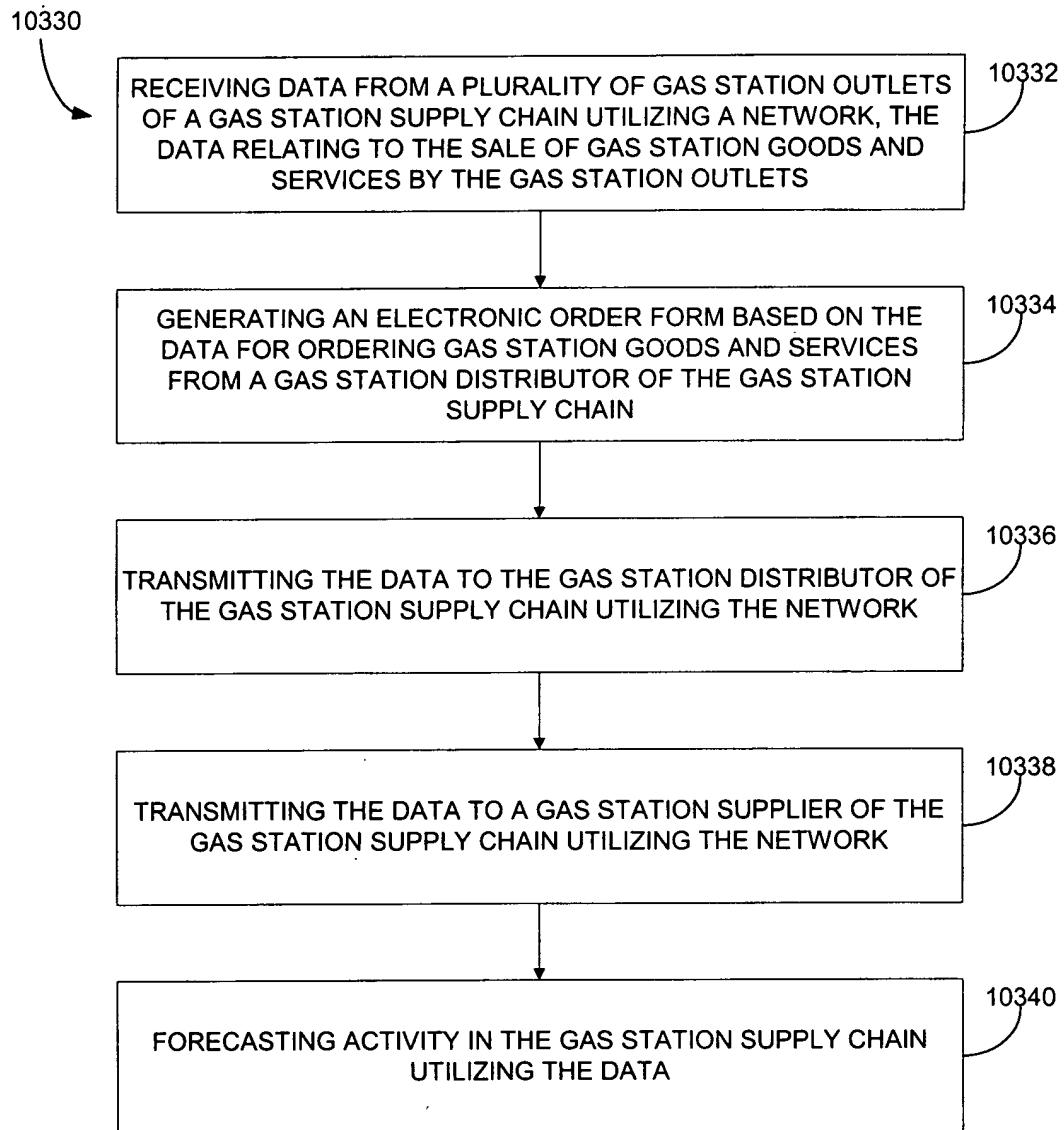
**FIG. 101**



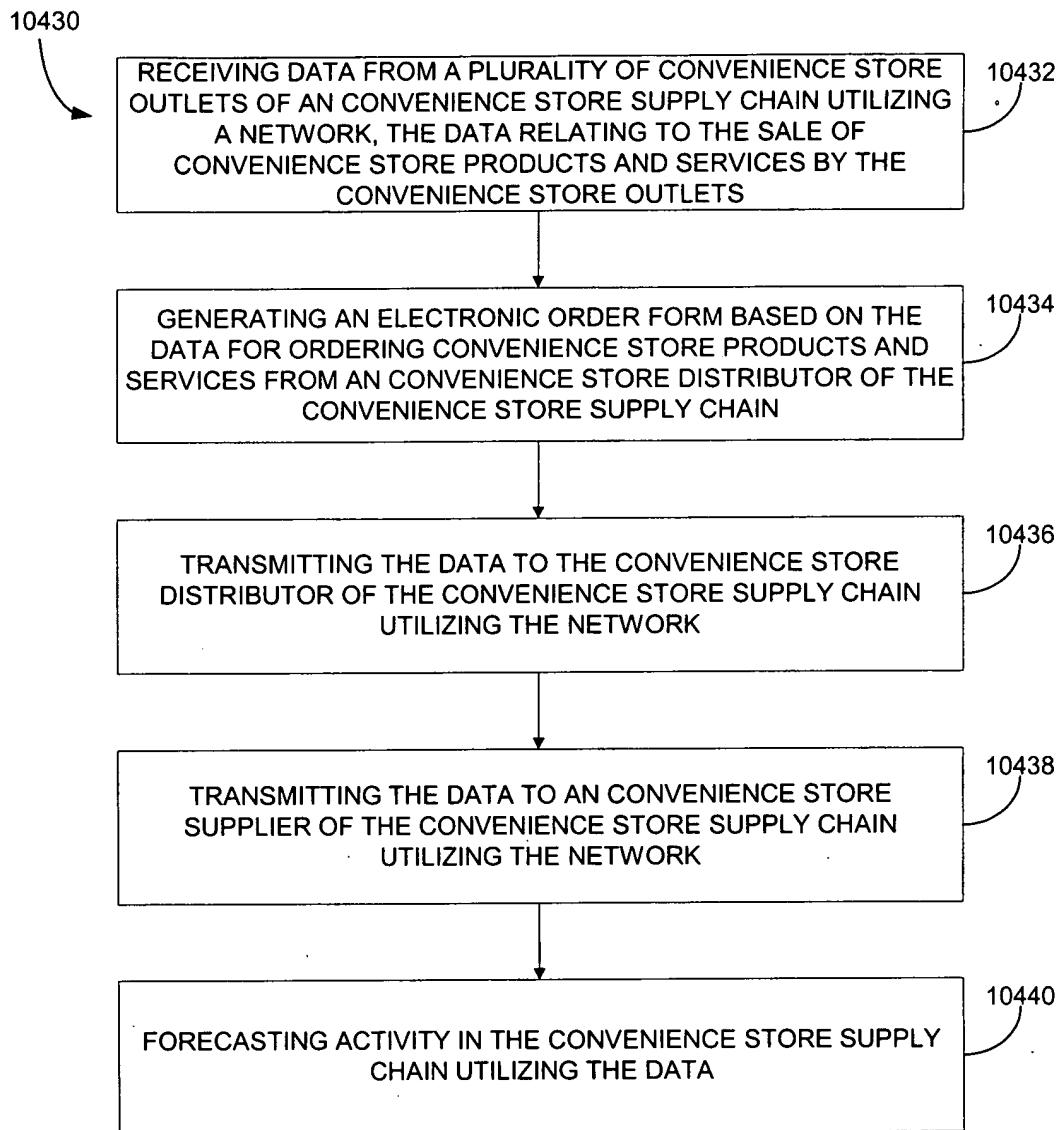
**FIG. 102A**



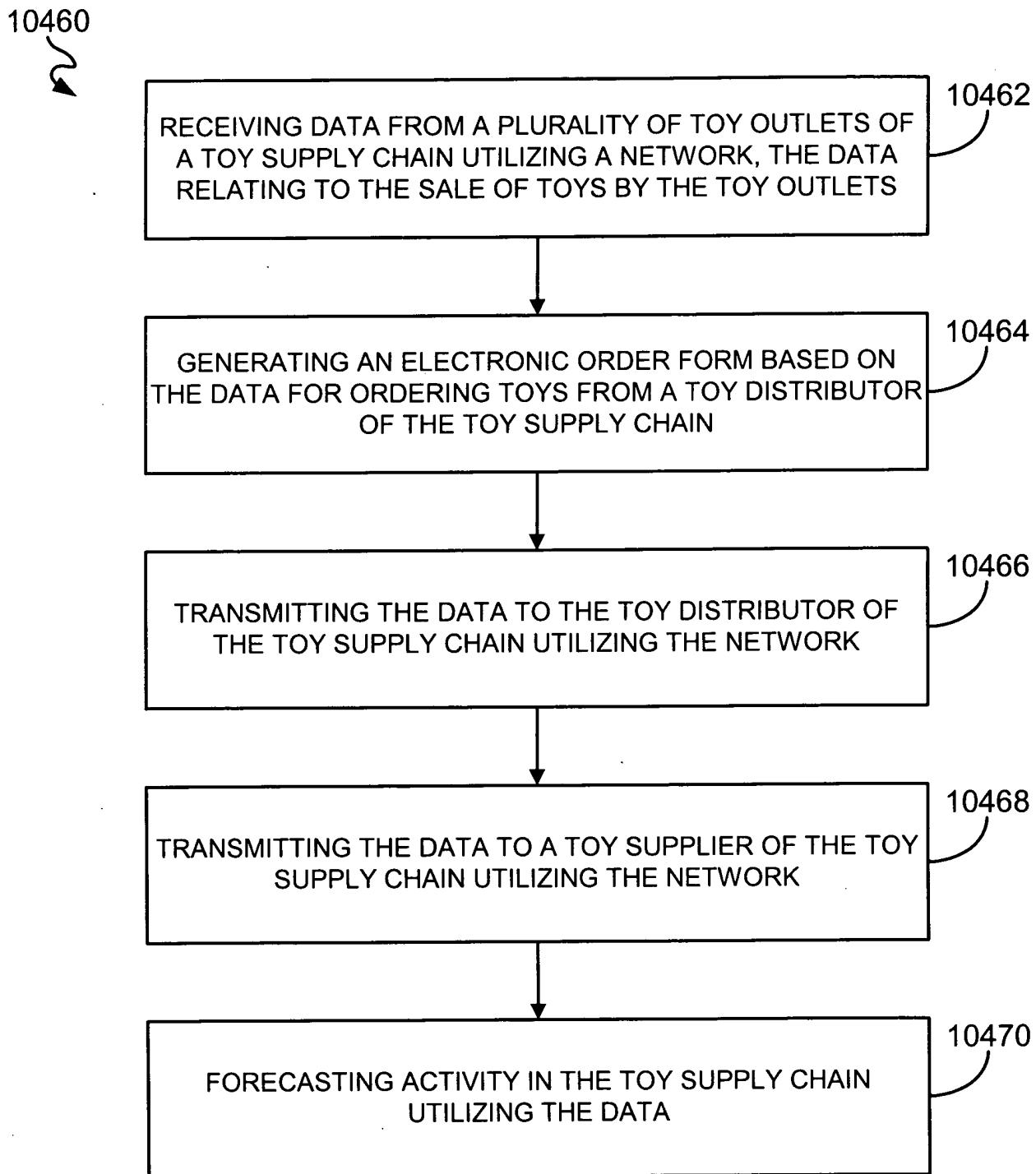
**FIG. 102B**



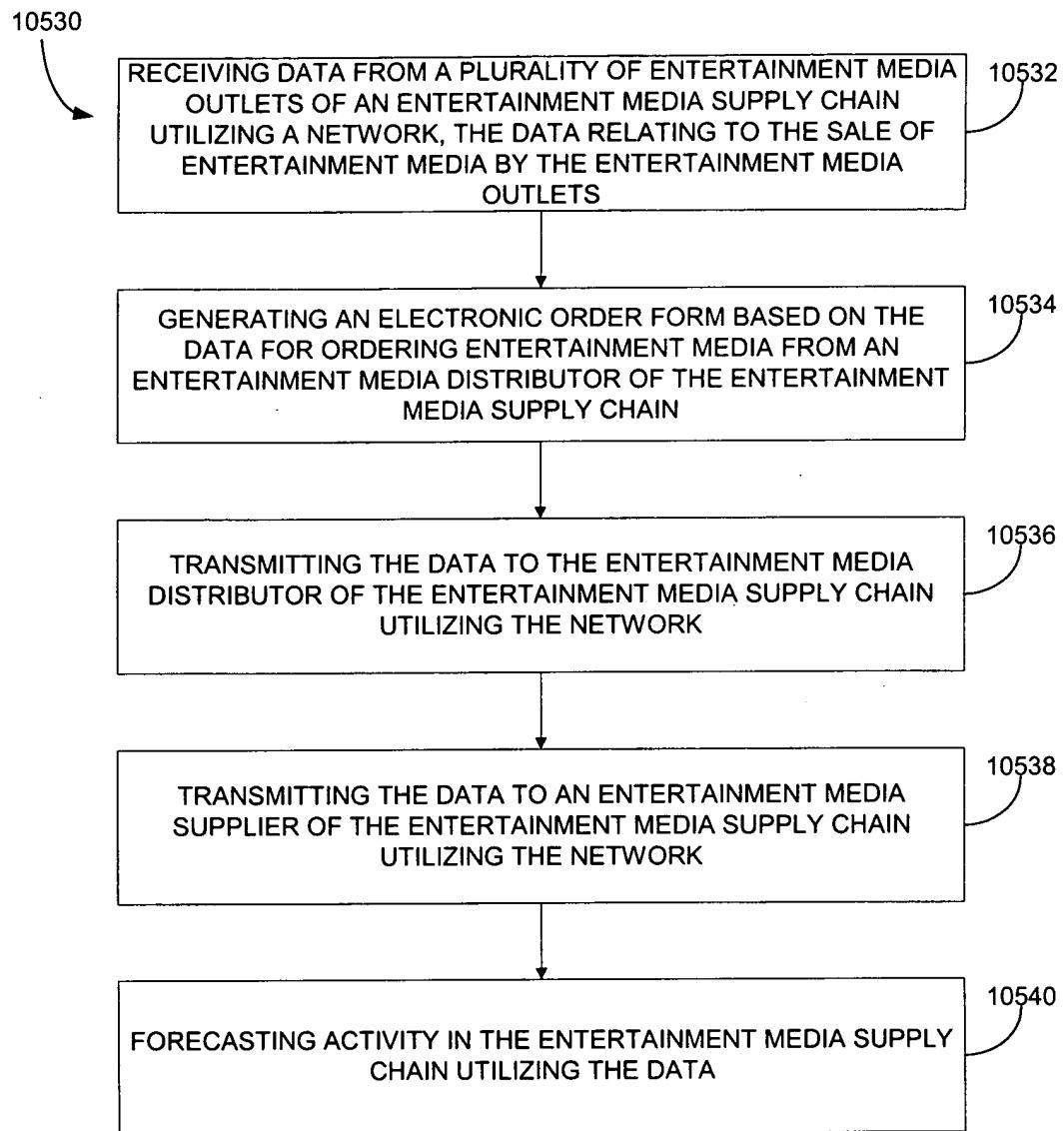
**FIG. 103**



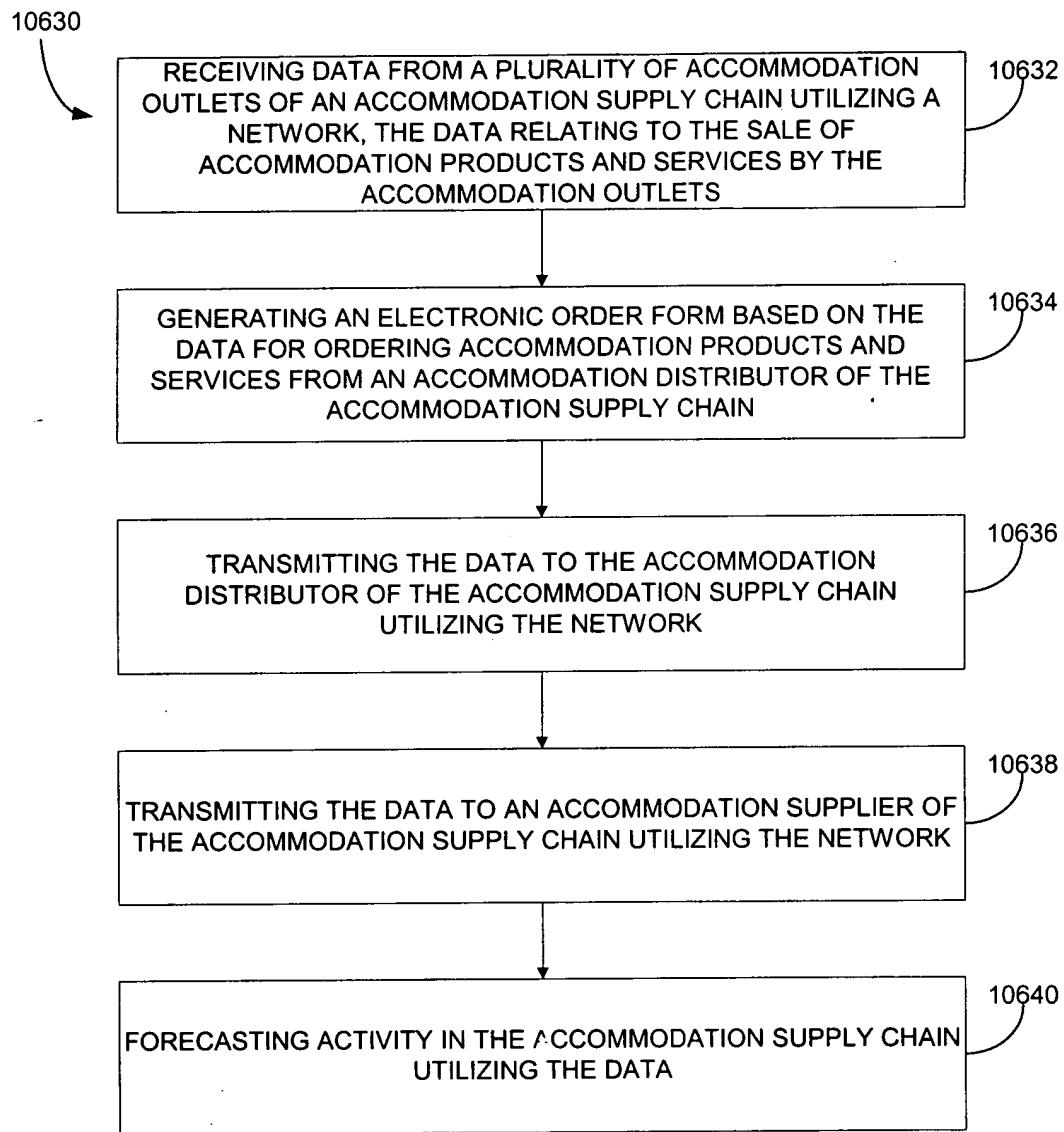
**FIG. 104A**



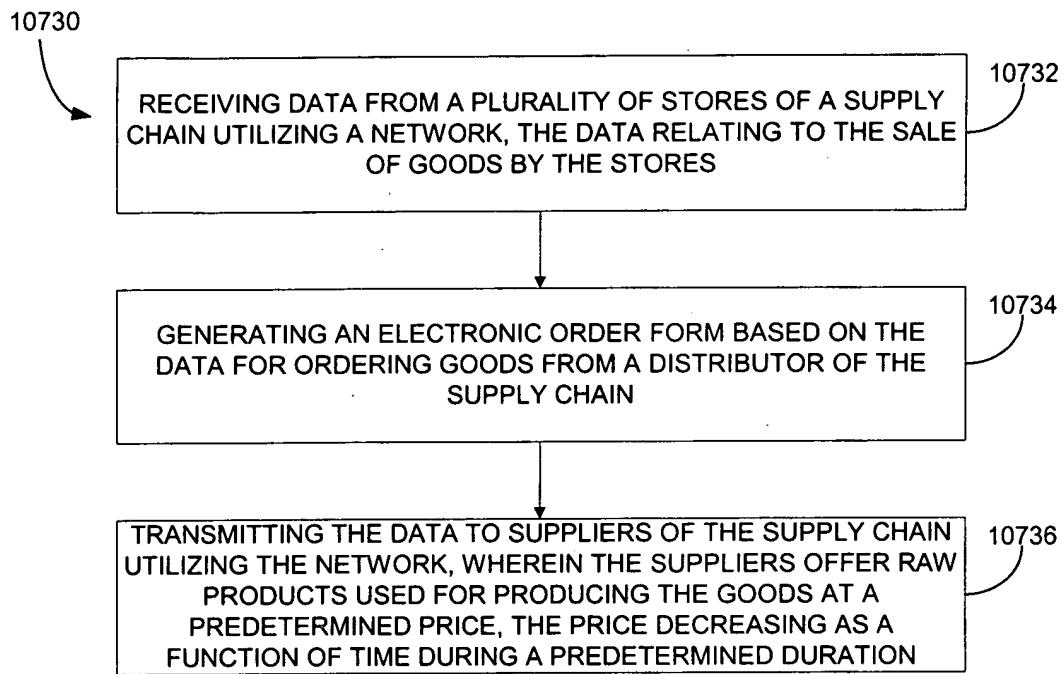
**FIG. 104B**



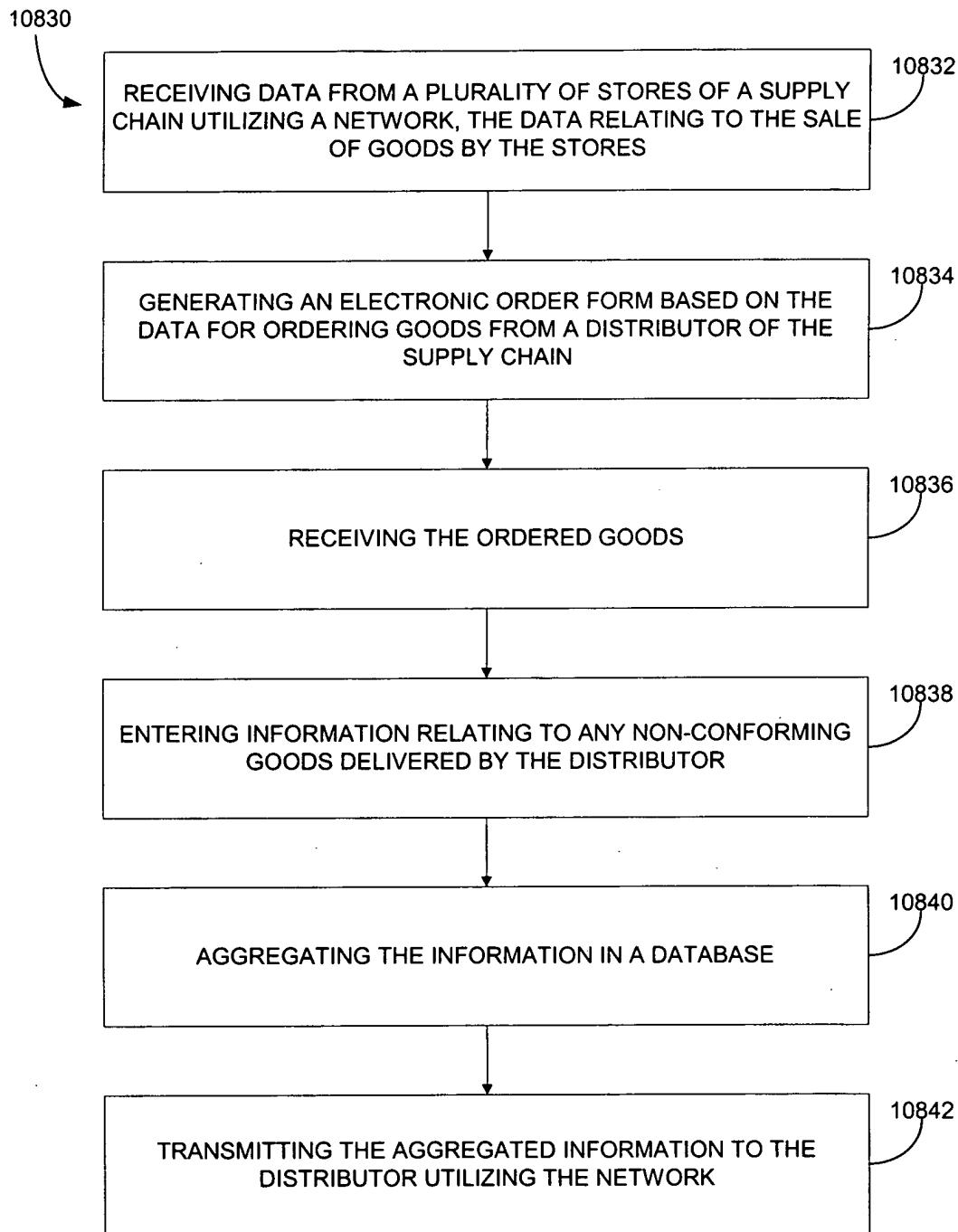
**FIG. 105**



**FIG. 106**



**FIG. 107**



**FIG. 108**

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

**FIG. 109**

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

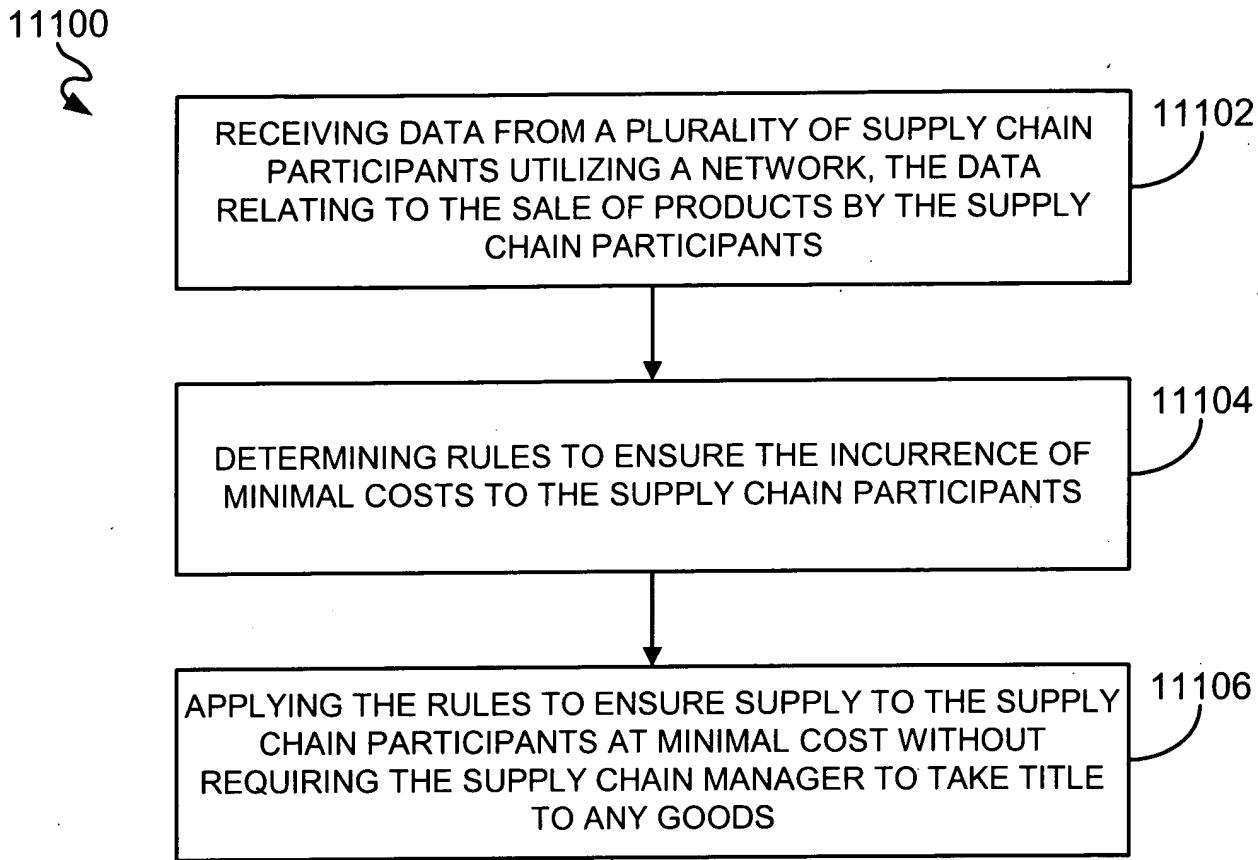
DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

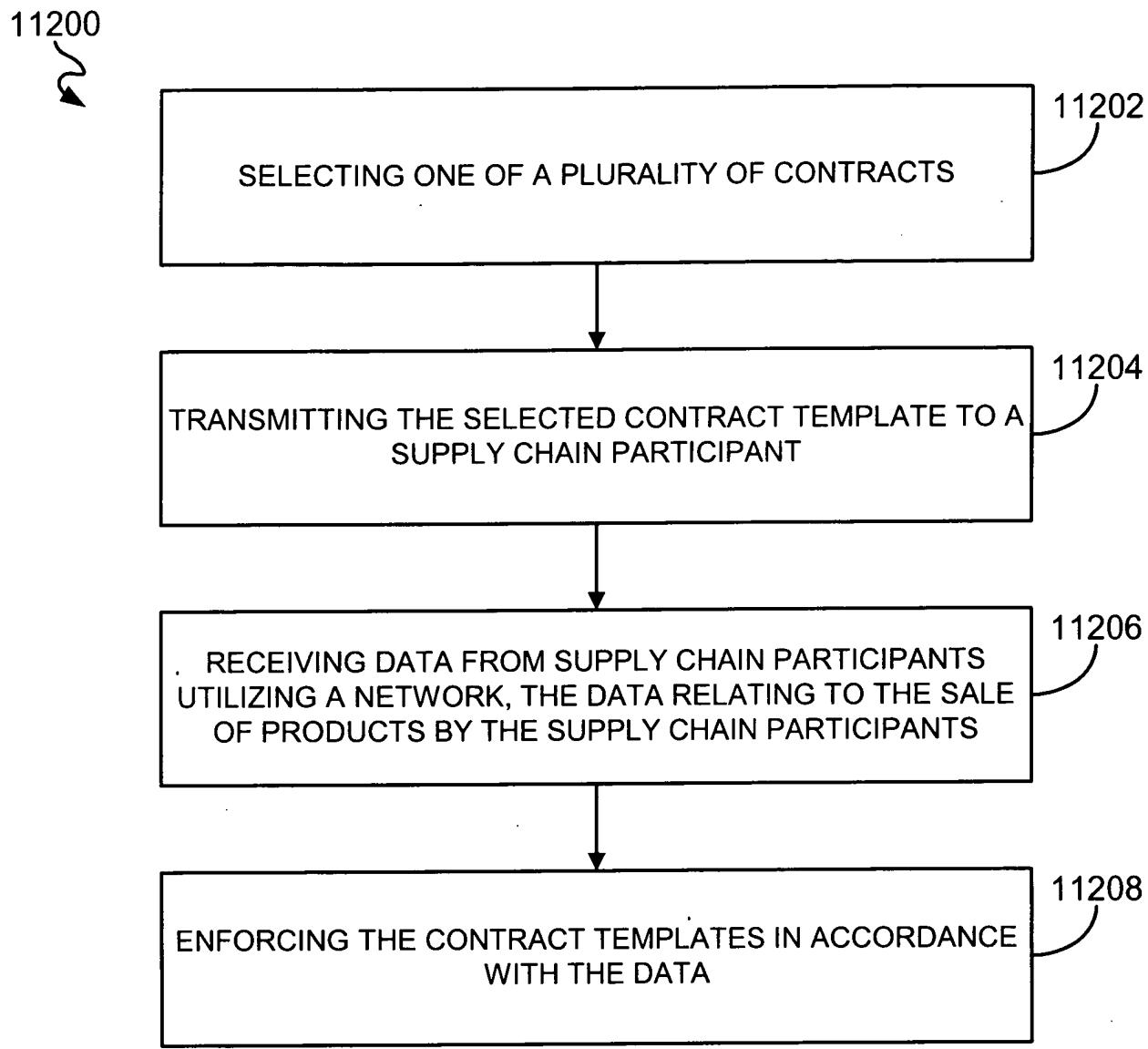
COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

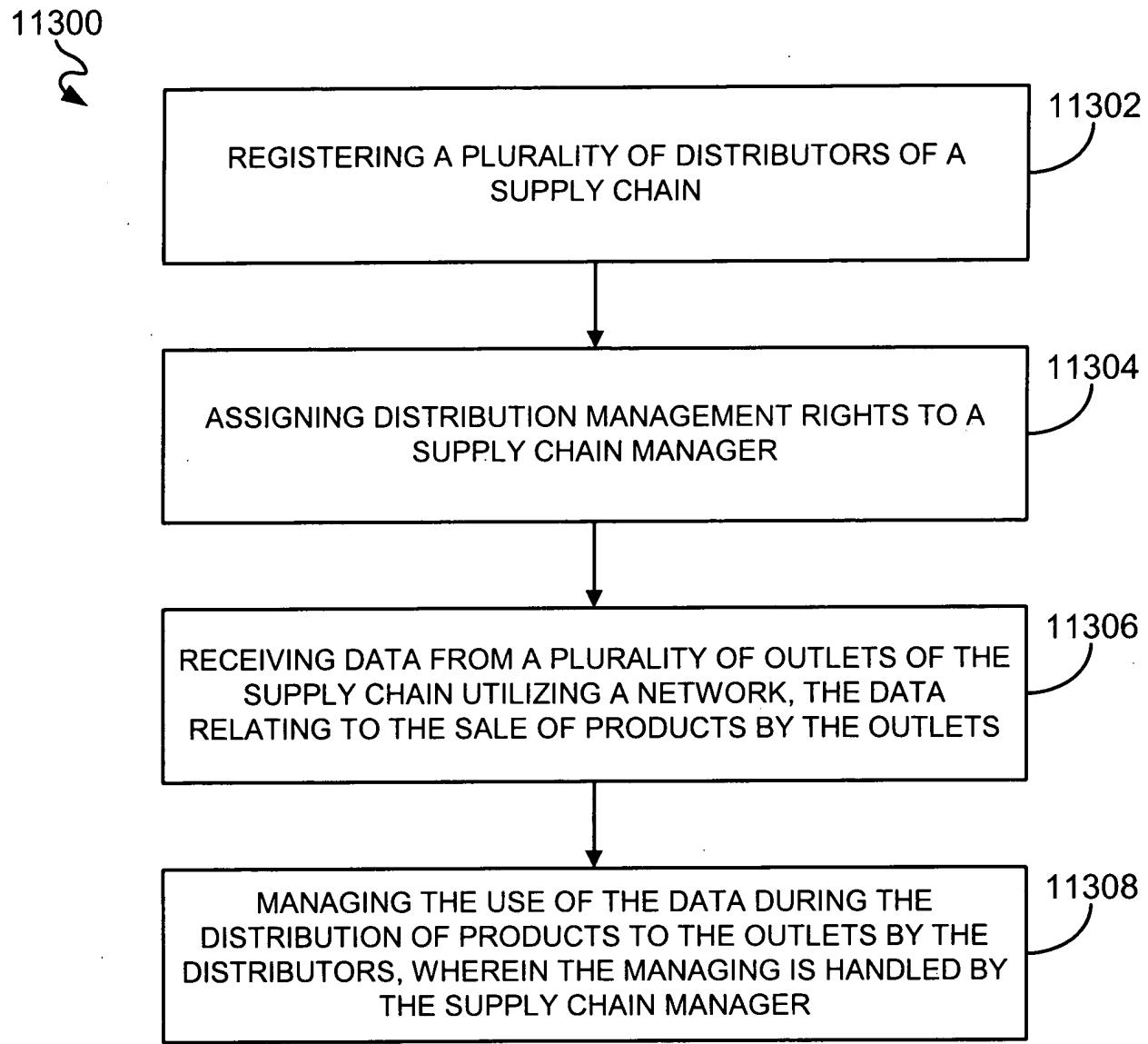
**FIG. 110**



**FIG. 111**



**FIG. 112**



**FIG. 113**

11400

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

11402

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH DISTRIBUTOR

11404

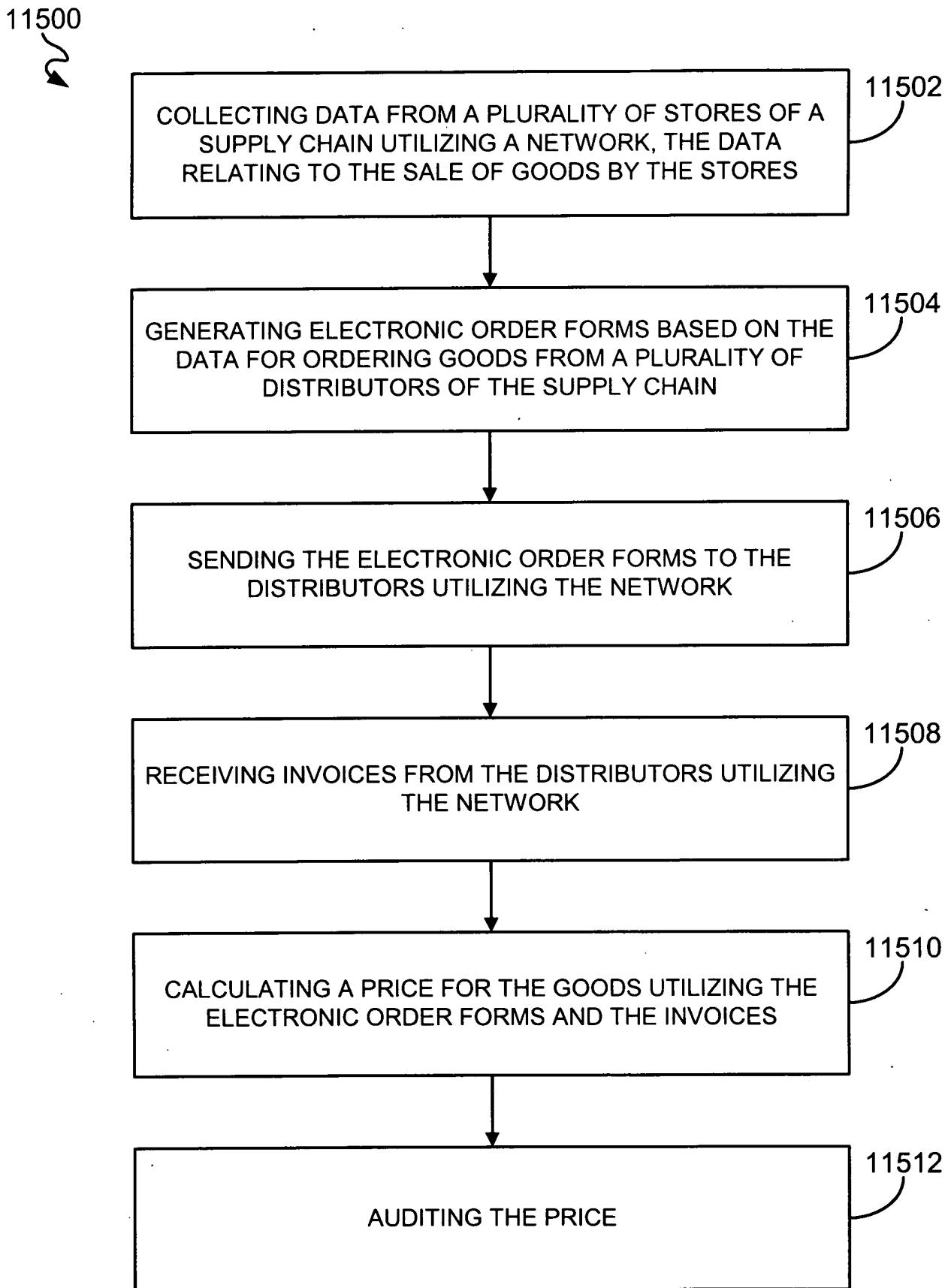
RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406

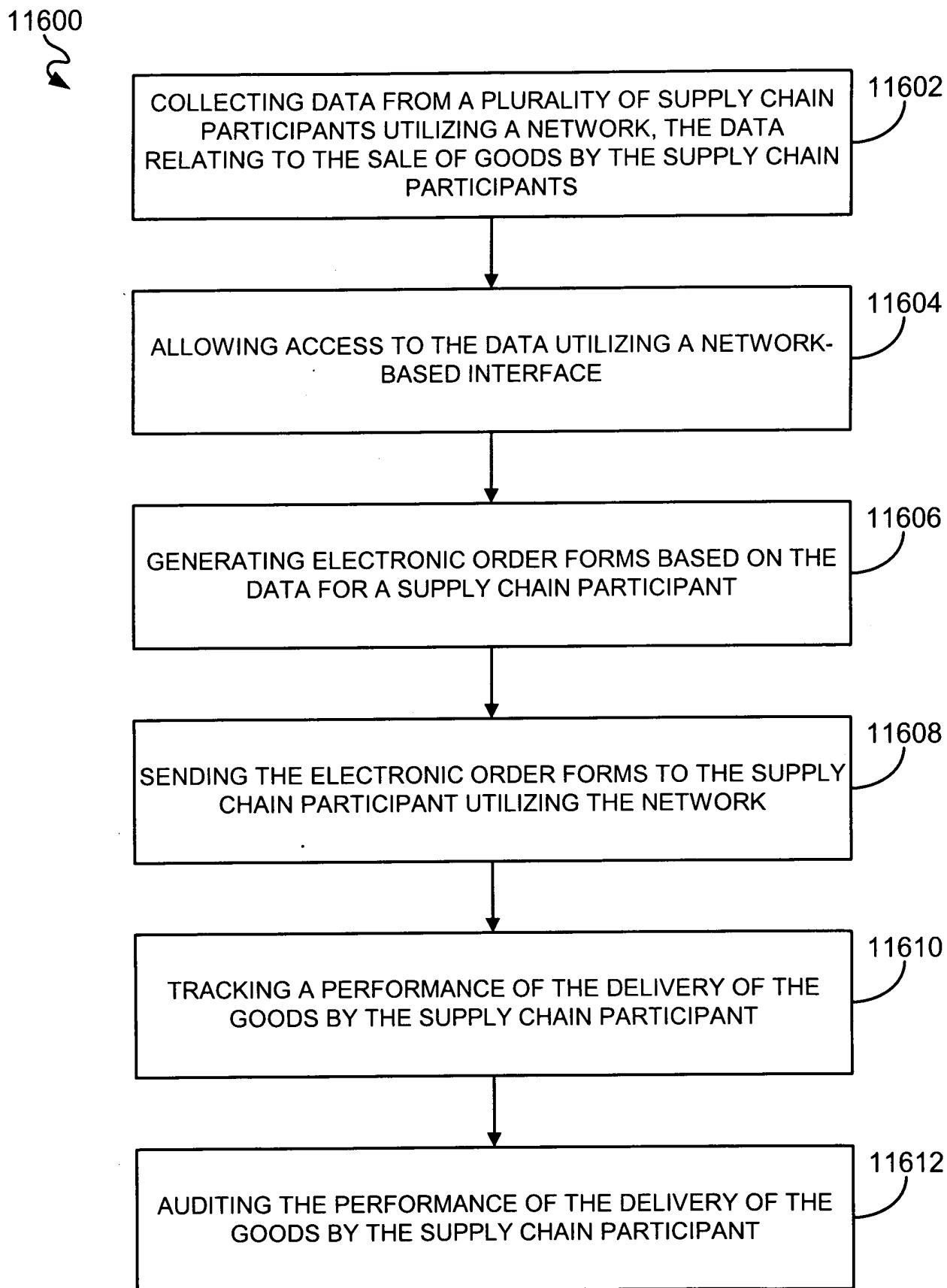
TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS VIA THE CORRESPONDING LOCAL DISTRIBUTION COMMITTEE UTILIZING THE NETWORK

11408

**FIG. 114**

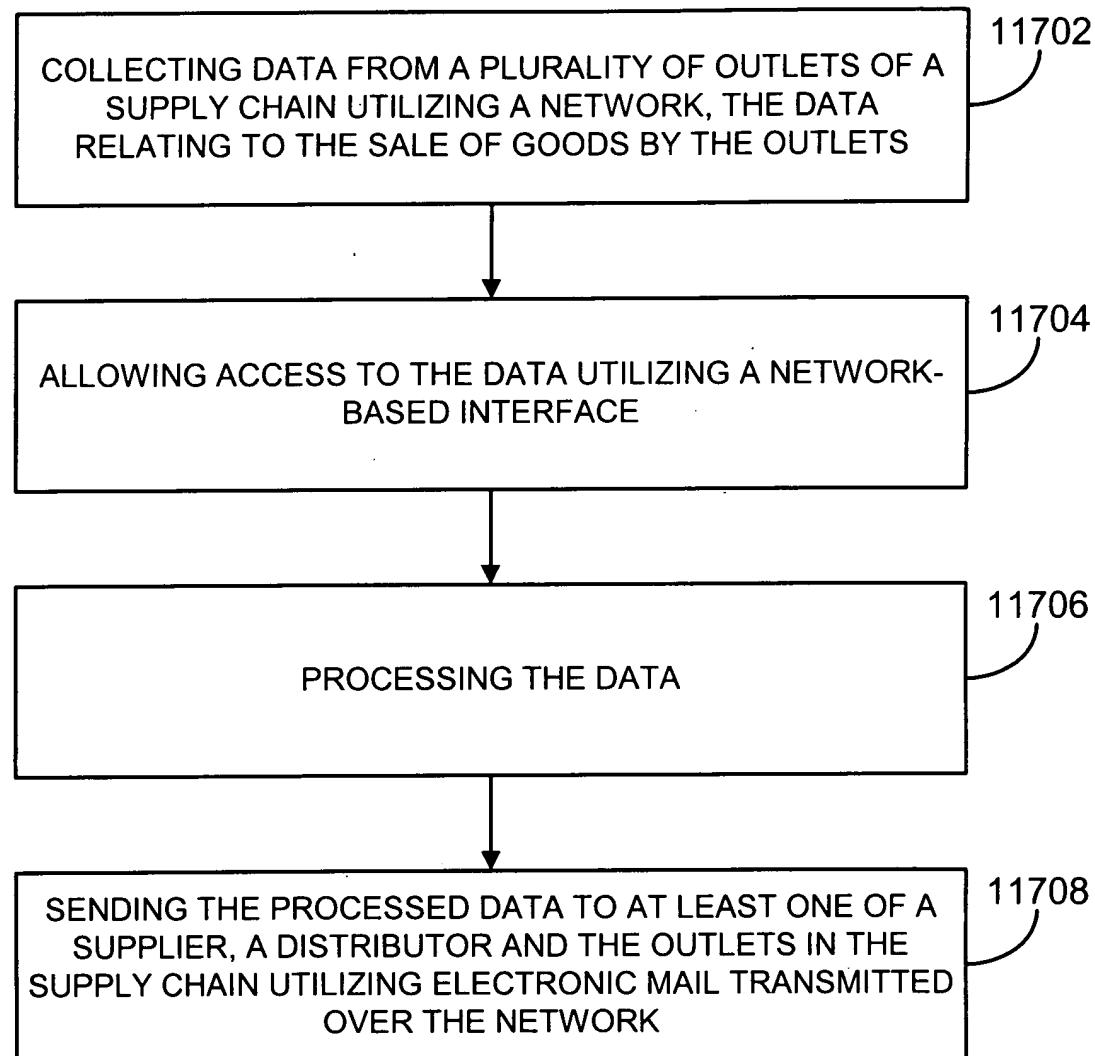


**FIG. 115**



**FIG. 116**

11700  
11702  
11704  
11706  
11708



**FIG. 117**

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A  
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A  
PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE  
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

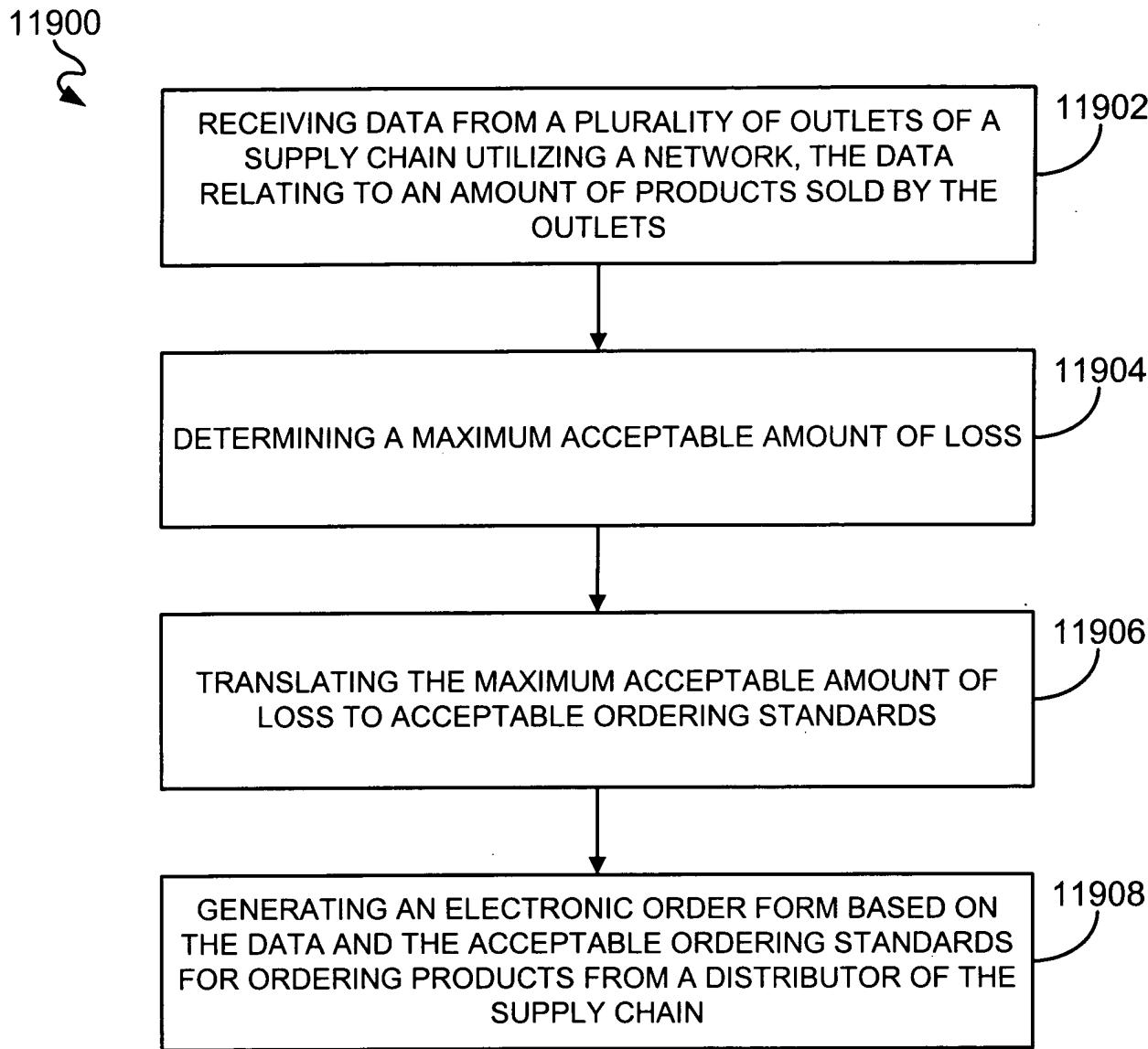
COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN  
PARTICIPANTS UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN  
PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE  
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE  
INVOICE REFLECTS A SECOND PRICE FOR THE  
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM  
THE FIRST PRICE

11808

**FIG. 118**



**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

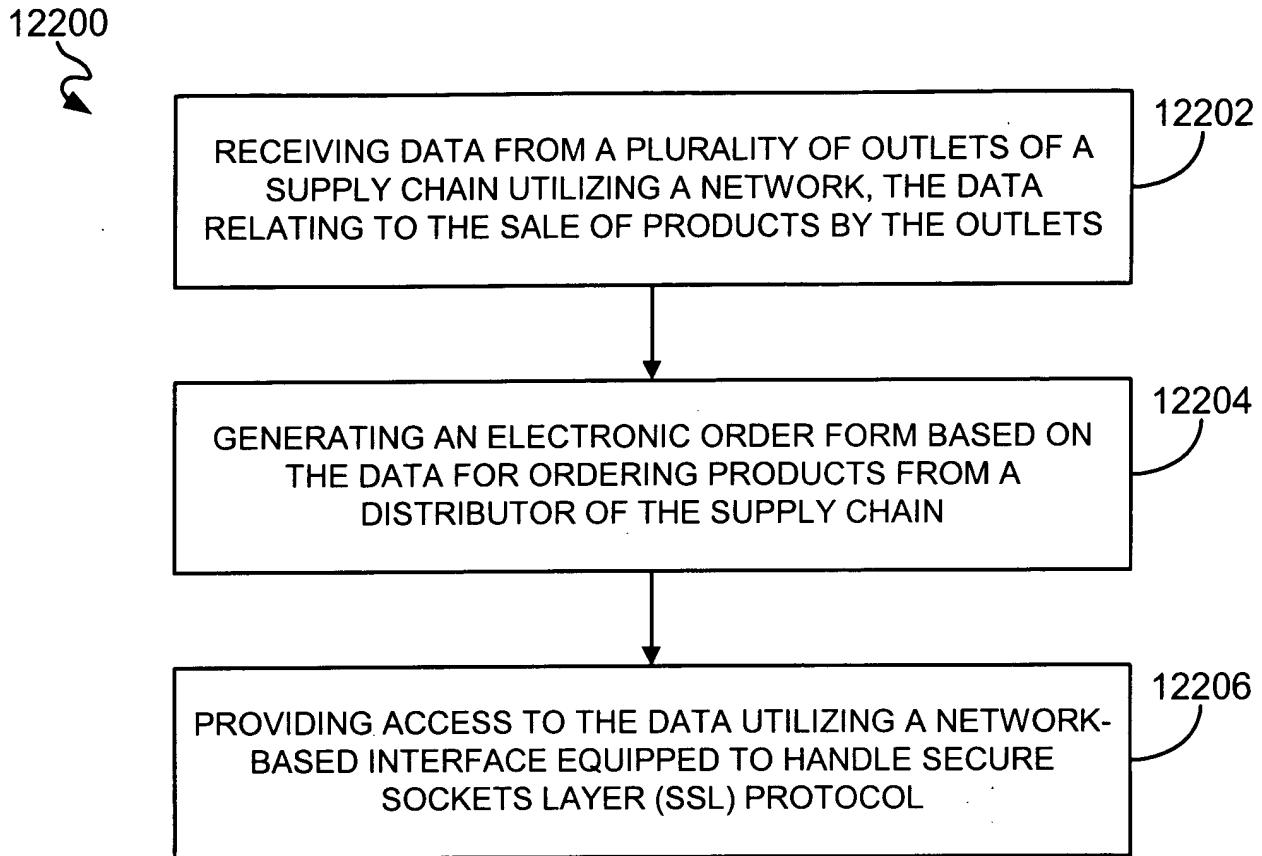
MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

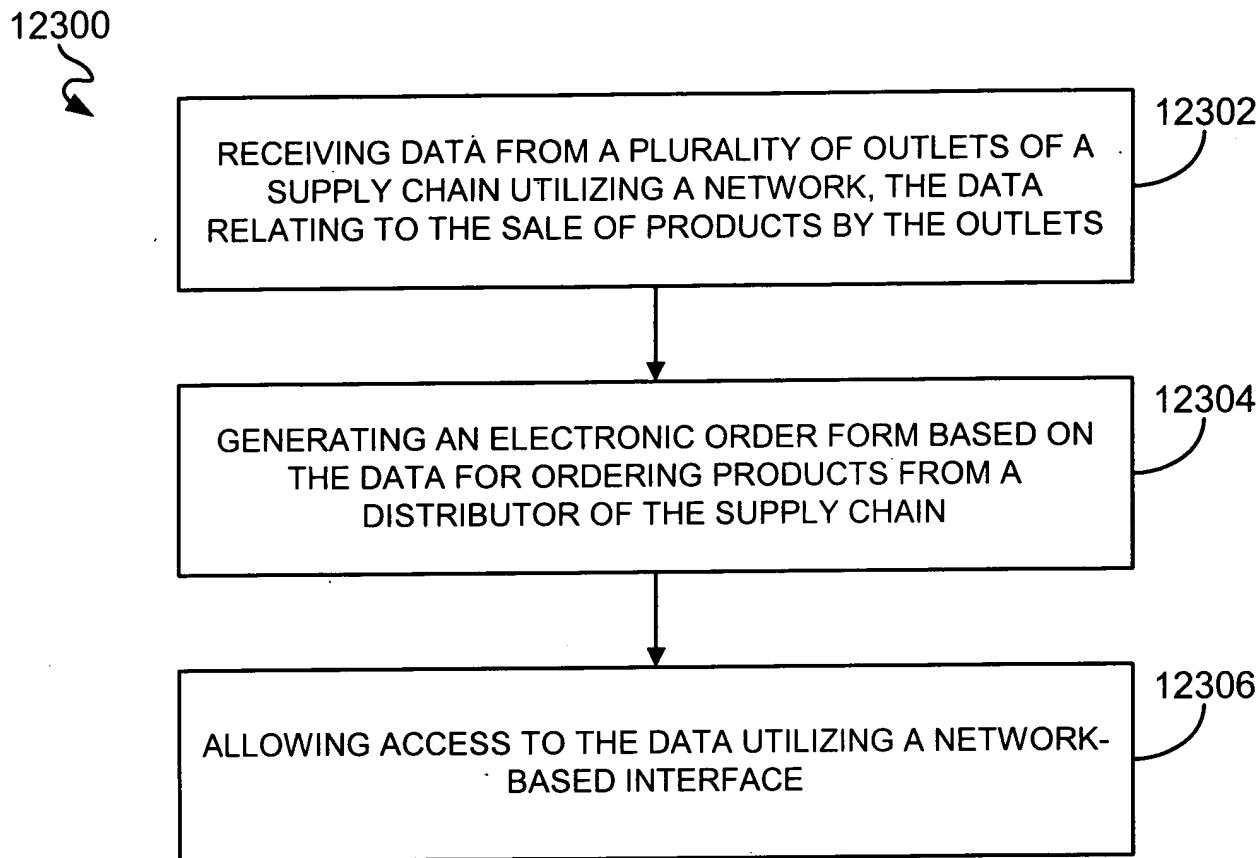
AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

**FIG. 121**



**FIG. 122**



**FIG. 123**

12400

12402

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12404

GENERATING A CALENDAR OF EVENTS

12406

ALLOWING ACCESS TO THE CALENDAR OF EVENTS  
UTILIZING A NETWORK-BASED INTERFACE

**FIG. 124**

12500

12502

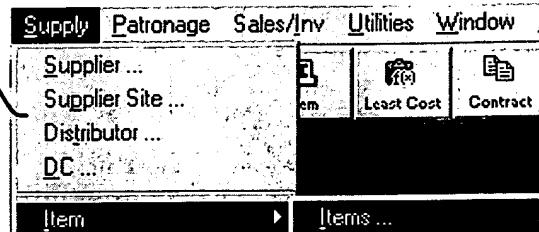


FIG. 125

12600

12602



FIG. 126

12700

12702

A screenshot of an item entry form. It includes fields for Item Desc (with a text input), Item Number (with a dropdown arrow), Product Cat Code (with a dropdown arrow), Status Code (set to Active with a dropdown arrow), and Item Rank (with a dropdown arrow).

FIG. 127

**FIG. 128**

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

12800

12900



**FIG. 129**

13000

<b>Supplier Item Desc:</b>	<input type="text"/>	<b>Item No:</b>	<input type="text"/>
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	<input type="text"/>
<b>Items per Case:</b>	5000	<b>High Qty:</b>	<input type="text"/>
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	<input type="text"/>
<b>Item Size:</b>	<input type="text"/>	<b>Stacking Allowed:</b>	<input type="checkbox"/>
<b>Case Length:</b>	<input type="text"/>	<b>Universal Product Code:</b>	<input type="text"/>
<b>Case Width:</b>	<input type="text"/>	<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>	<input type="text"/>	<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCHES	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>	<input type="text"/>	<b>BarCode:</b>	<input type="text"/>

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> FOB Shipping Point
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

**FIG. 131**

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b> <input type="text"/>
<b>Status:</b>	Active <input checked="" type="checkbox"/>	<b>Rail Sidings:</b> <input type="checkbox"/>

**FIG. 132**

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL  
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE  
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER  
SITES BEING DETERMINED BASED ON THE DEFINITION OF  
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE  
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER  
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER  
SITE FOR DISTRIBUTION OF THE ITEMS

13306

**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800

13900

**FIG. 138**

Min Ordr	UM	Slip	D. liv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

**FIG. 139**

14000

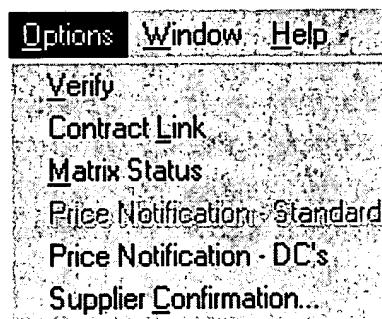
14200

Carrier	Stated Vol
Truck	83,600
Truck	215,040

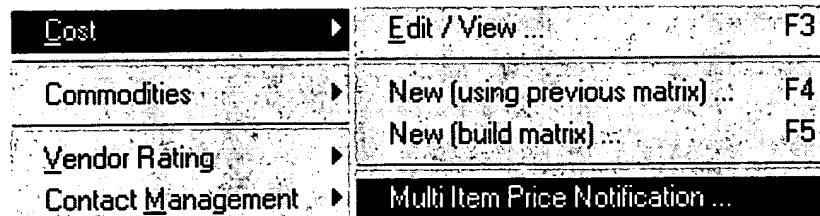
**FIG. 140****FIG. 142**

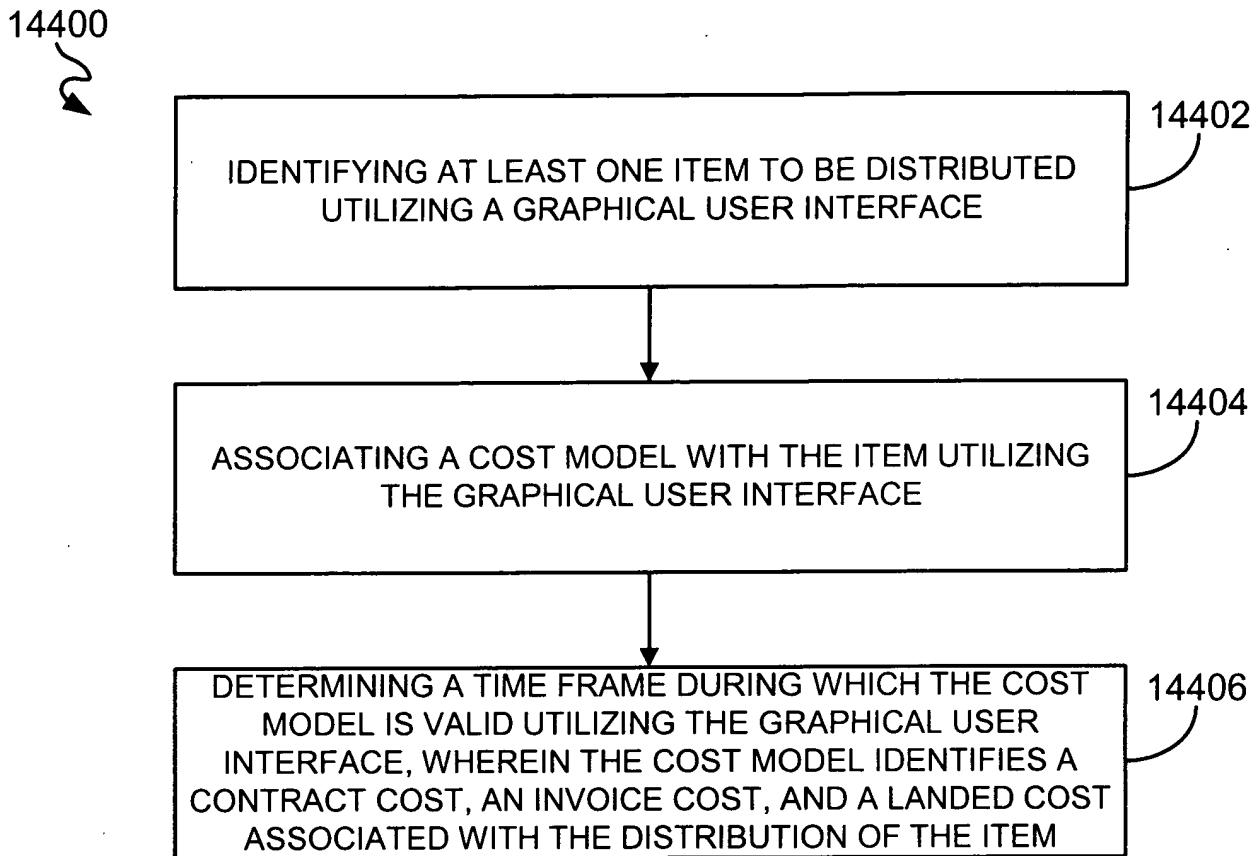
14100

14200

**FIG. 141**

14300

**FIG. 143**



**FIG. 144**

14500



**FIG. 145**

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

**FIG. 146**

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

**FIG. 147**

14800



14900



15000



**FIG. 148**

**FIG. 149**

**FIG. 150**

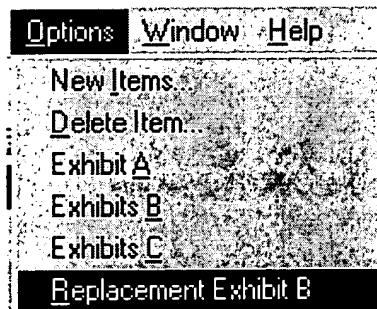
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

**FIG. 151**

15200

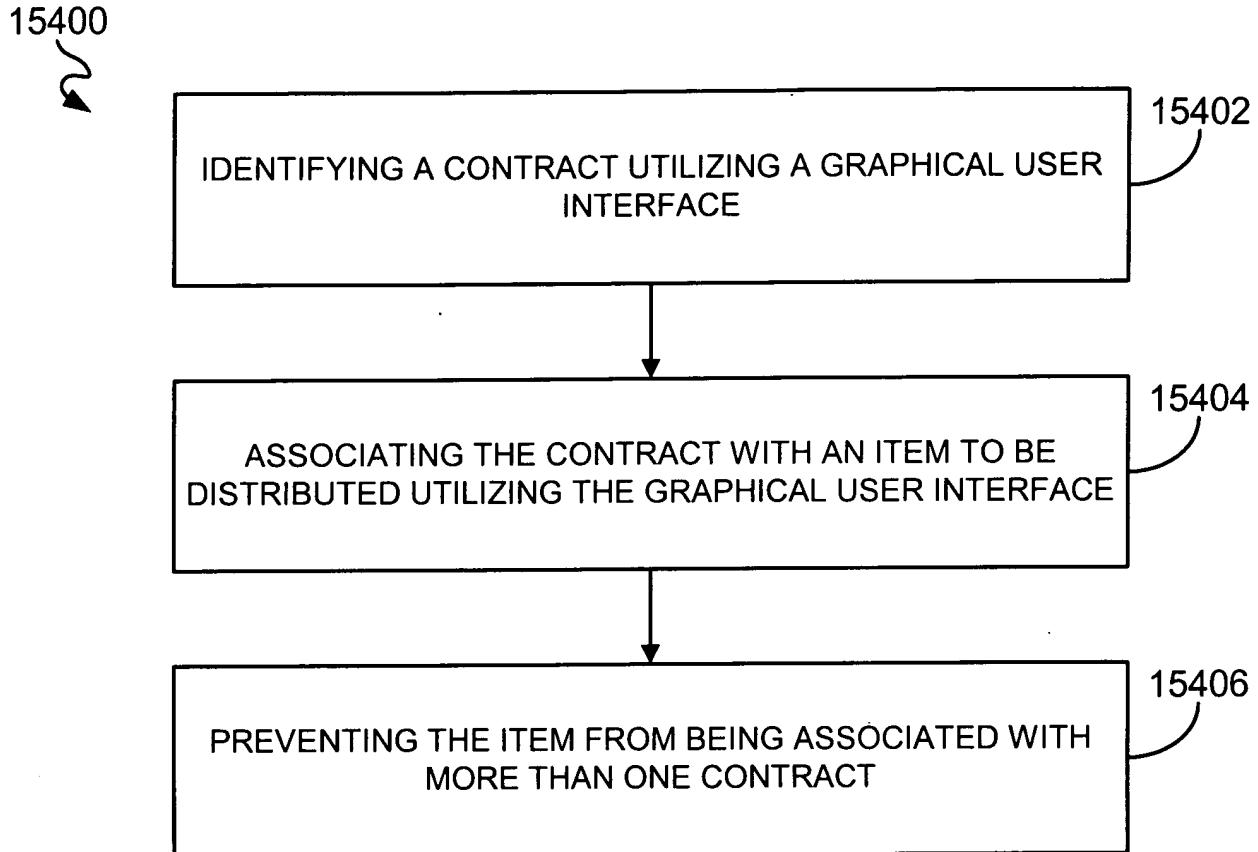


**FIG. 152**

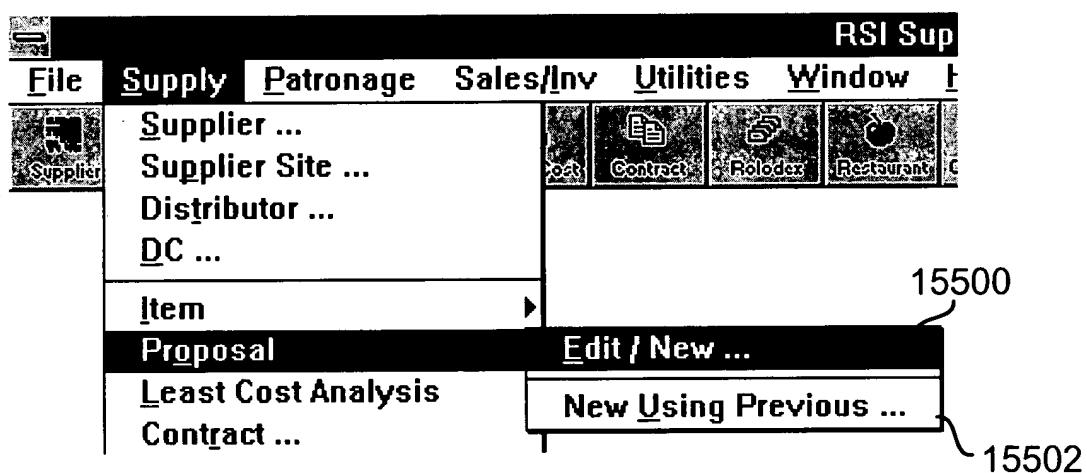
15300



**FIG. 153**



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

**Proposal Information**

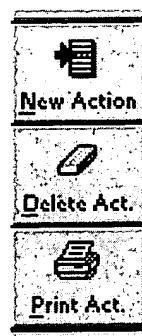
Proposal ID:	1021	Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby	Contract End Date:	06/30/98

**Actions**

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

**FIG. 156**

15700



**FIG. 157**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

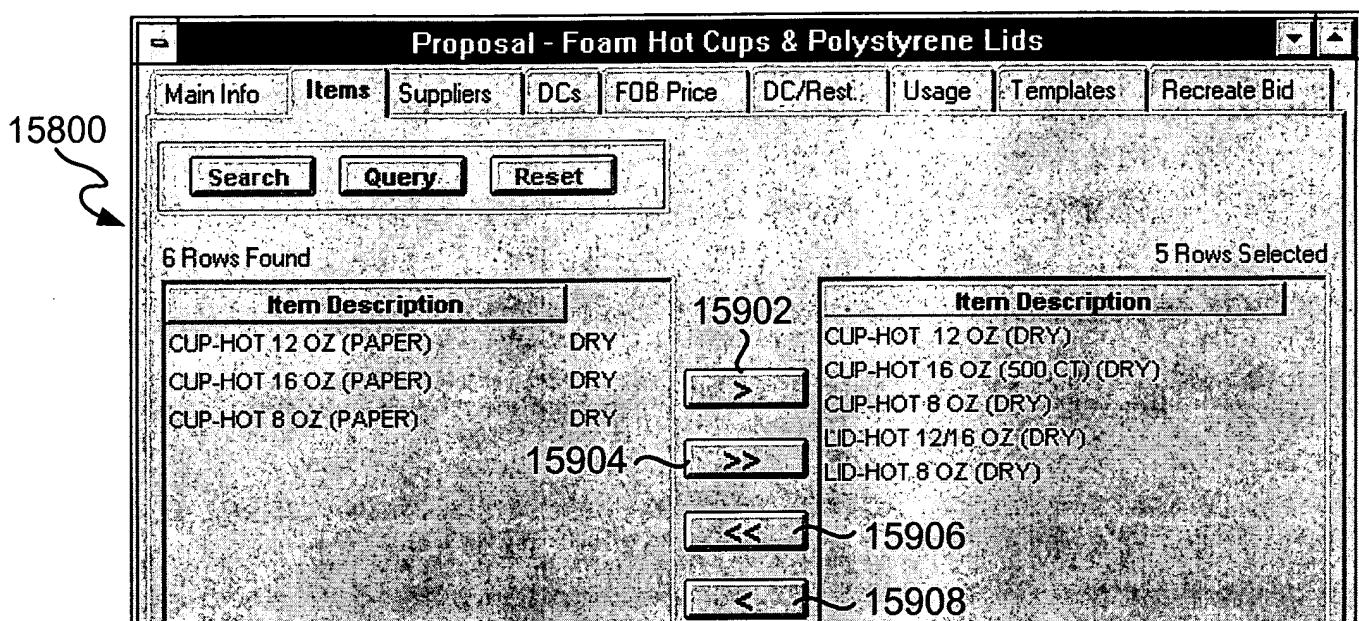
Item Description
CUP-HOT

2 Rows Selected

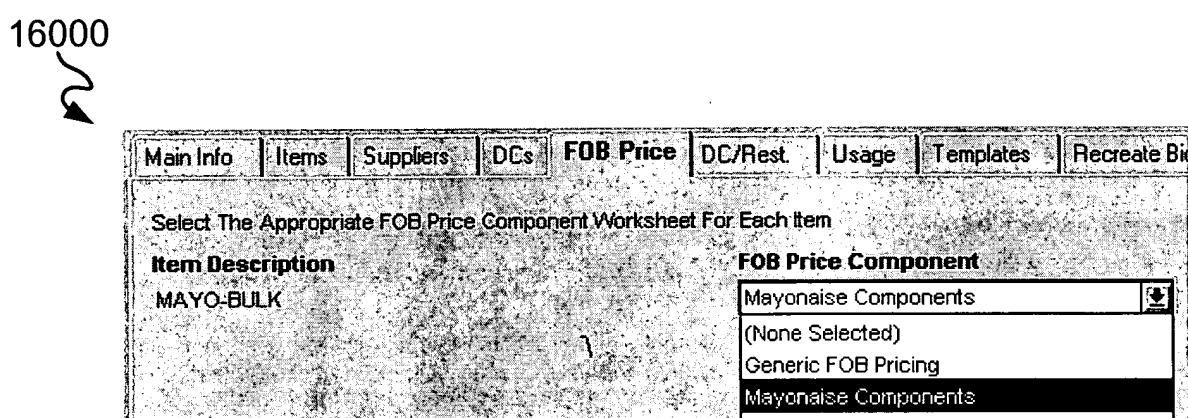
Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

**FIG. 158**



**FIG. 159**



**FIG. 160**

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQUE	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

16200

DISPLAYING A GRAPHICAL USER INTERFACE IN RESPONSE  
TO A REQUEST TO CREATE A BID PROPOSAL

16202

RECEIVING INFORMATION UTILIZING THE GRAPHICAL USER  
INTERFACE

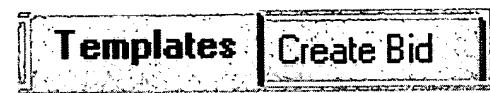
16204

GENERATING A BID PROPOSAL USING THE INFORMATION,  
WHEREIN THE INFORMATION IS SELECTED FROM THE  
GROUP CONSISTING OF A BUYER NAME, A DUE DATE, A  
CONTRACT BEGIN DATE, AND A CONTRACT END DATE

16206

**FIG. 162**

16300



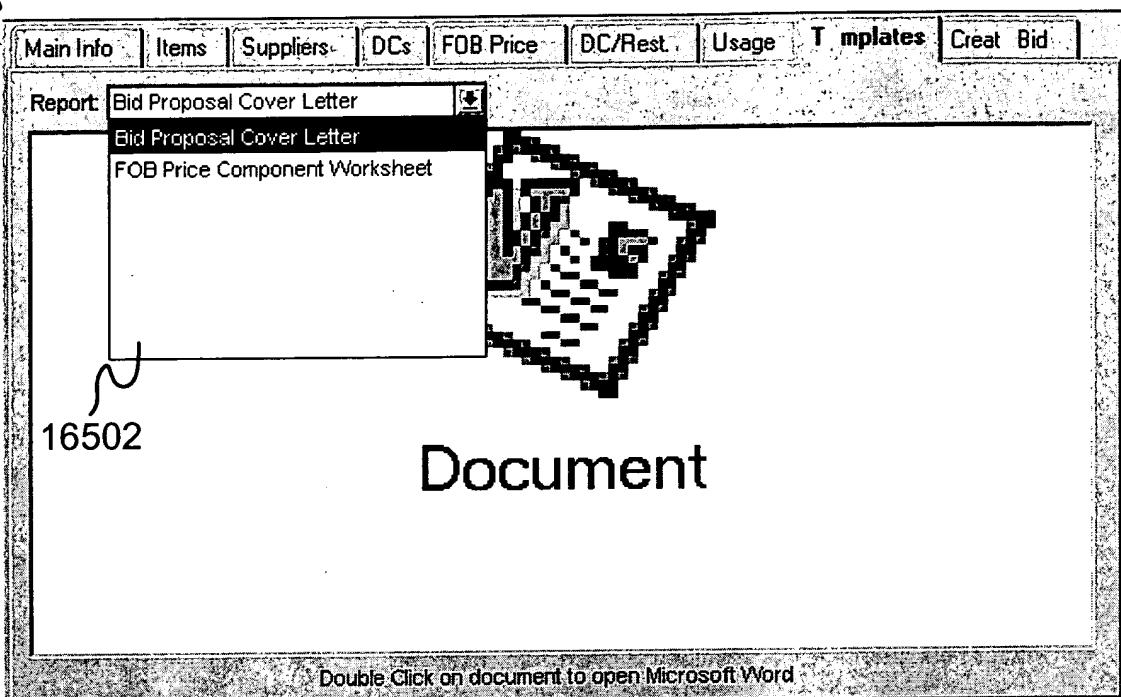
**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>	<i>Y/N</i>	
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>	?		N
<b>BK Specification Request</b>	?		N
<b>FOB Price Component</b>	?		Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

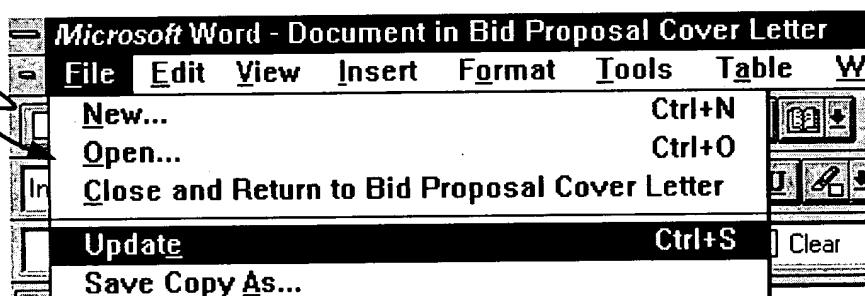
**FIG. 164**

16500



**FIG. 165**

16600



**FIG. 166**

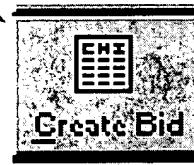
16700

Bid Proposal Will Include Checked Documents

General		Cost	
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> FOB Price Component Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Truckload Freight Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> LTL Freight Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> FOB Price Component Worksheet	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary.			

## FIG. 167

16800



## FIG. 168

16900

Report: Item Information Worksheet

Supplier: (all)

7/2/97

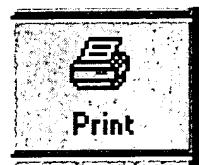
- Bid Proposal Cover Letter
- FOB Price Component Worksheet
- General Terms & Conditions
- Item Information Worksheet
- LTL Freight Worksheet
- Sample Supply Agreement
- Supplier Facility Worksheet

**Restaurant Services, Inc.  
Item Information Worksheet**

ATTY  
DS

## FIG. 169

17000

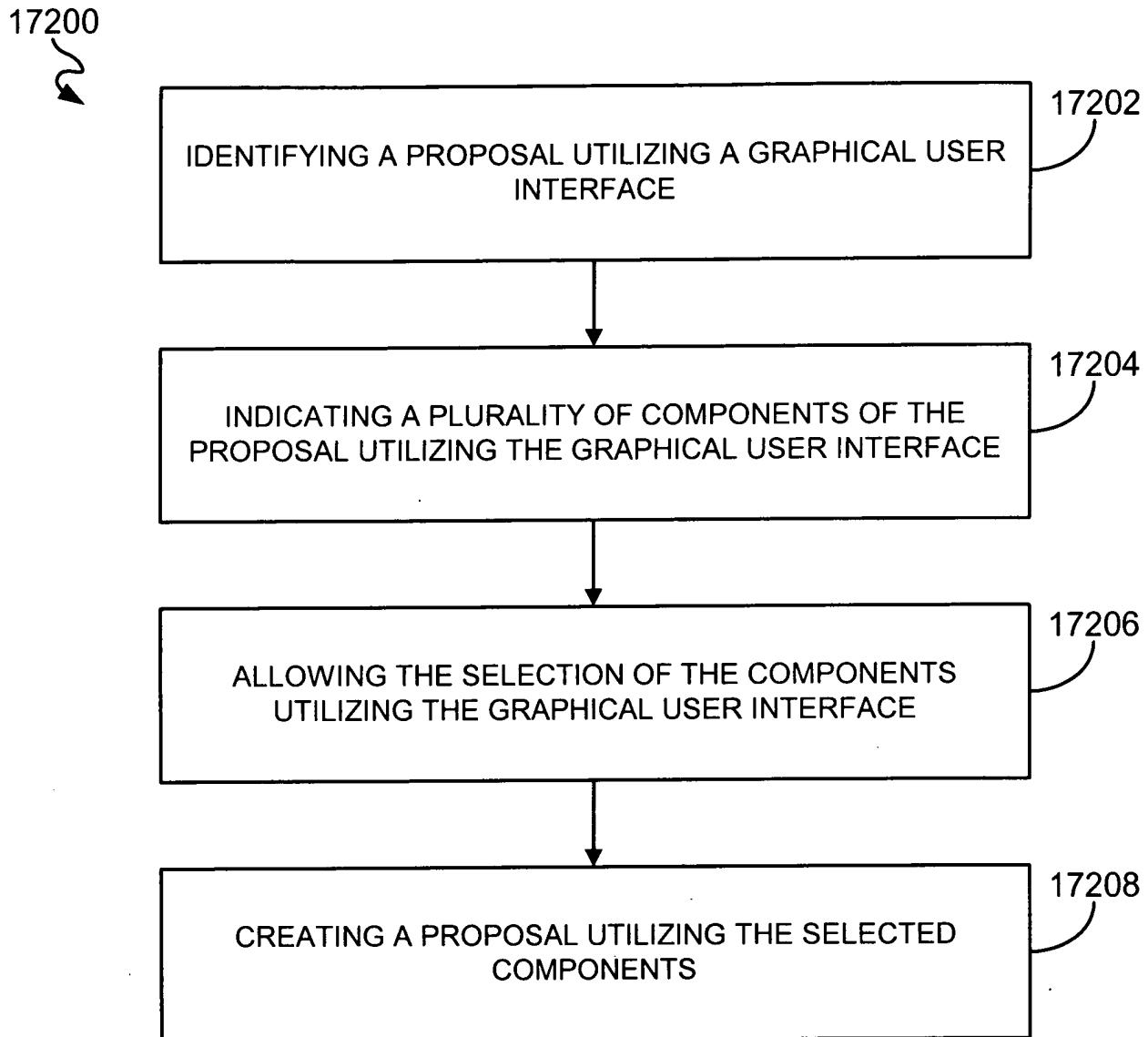


**FIG. 170**

17100



**FIG. 171**



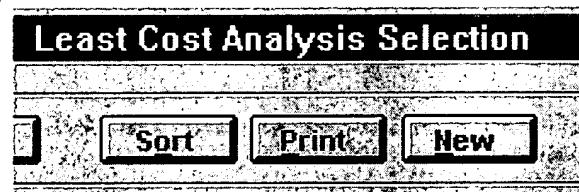
**FIG. 172**

17300



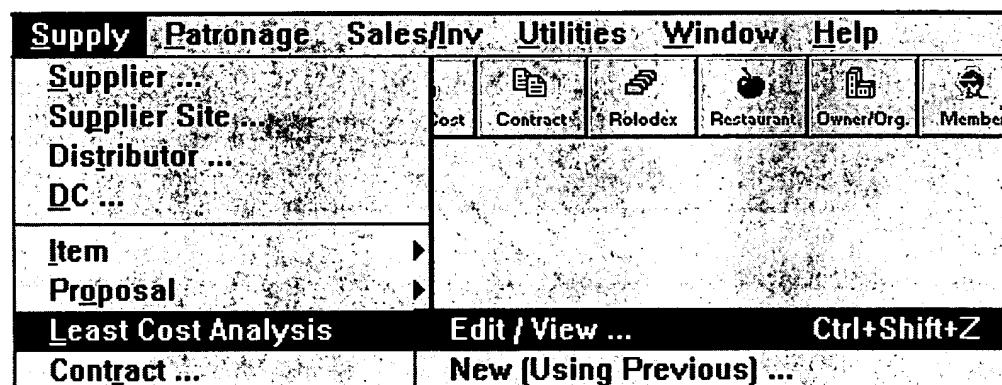
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

17600

<b>Bid Proposal Name:</b>	(None)	<input type="checkbox"/>
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)		
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

<b>Analysis Name:</b>	Hash Brown Actual
<b>Analysis ID:</b>	1036
<b>Buyer:</b>	Dennis Clabby
<b>Period of Agreement:</b>	10/1/97 THRU 9/30/98
<b>Unit Of Measure:</b>	CASE(S)

**FIG. 178**

17900

Version (1) of (9)	Base version
What is the max # of FOB points to allocate to each DC ?	One FOB
What is pricing method for this version ?	FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000
Override RDC Truckload Validation ?	No
Solution Strategy:	Standard
Last Revision:	9/15/97 1:04 PM

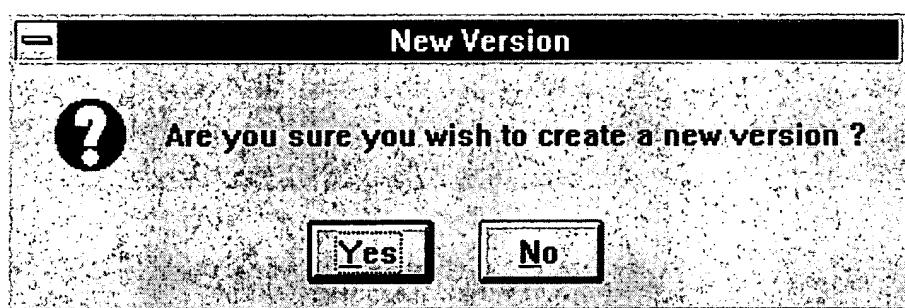
**FIG. 179**

18000

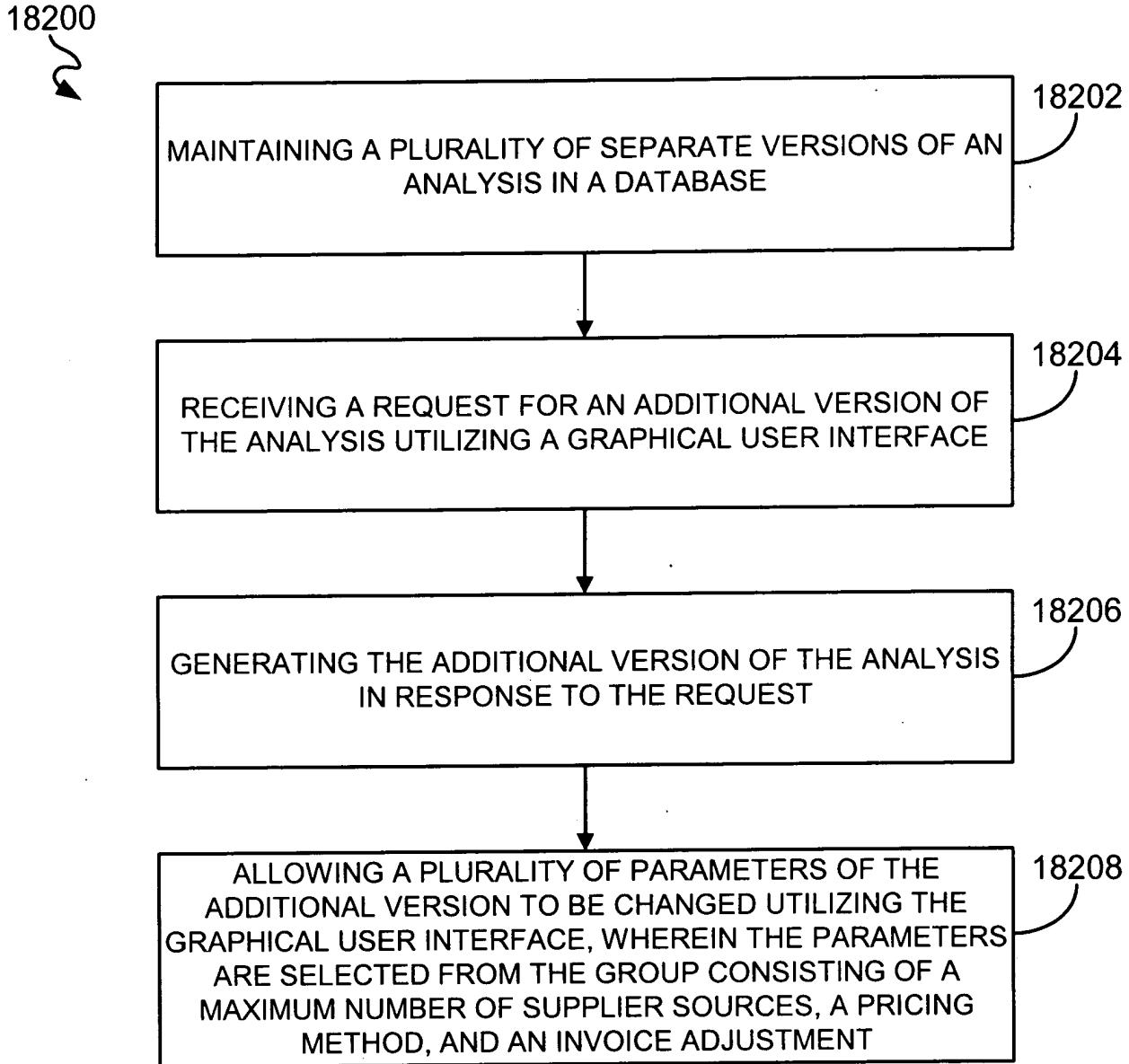


**FIG. 180**

18100



**FIG. 181**



**FIG. 182**

18300

18300

Search    Query    Reset

Query Values

Supplier FOB

DOP

>

>>

7 Rows Selected

Supplier FOB

DOPACO-DOWNTOWN, PA

DOPACO-KINSTON, NC

DOPACO-ST. CHARLES, IL

DOPACO-STOCKTON, CA

IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

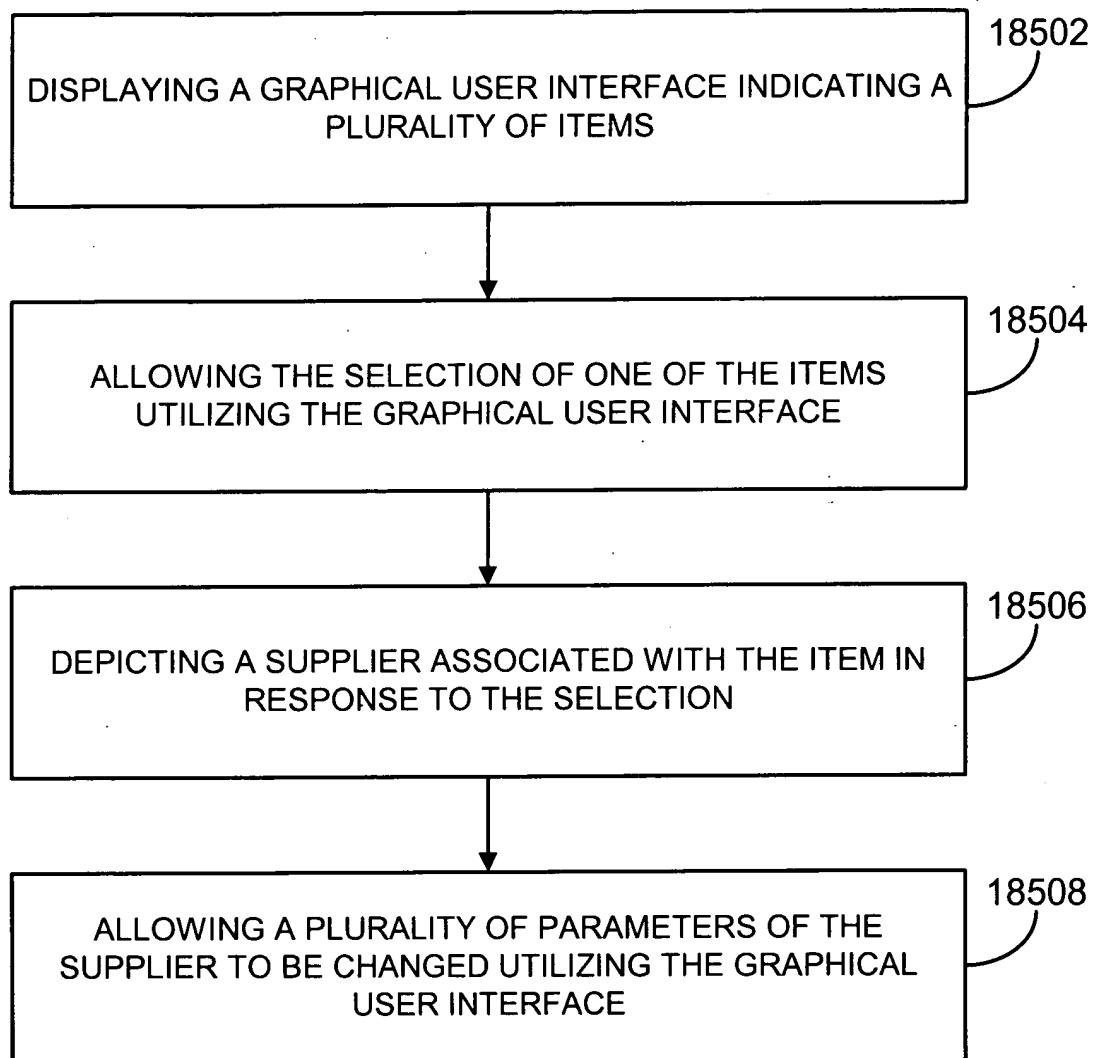
**FIG. 183**

18400

Item Description	Conv. Factor
FRIES COATED (FR.ZN)	36

18402

**FIG. 184**



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	7.75	Cases Per Truckload:	769
Case U/M INCHES		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700

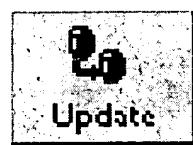


FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS LTD-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

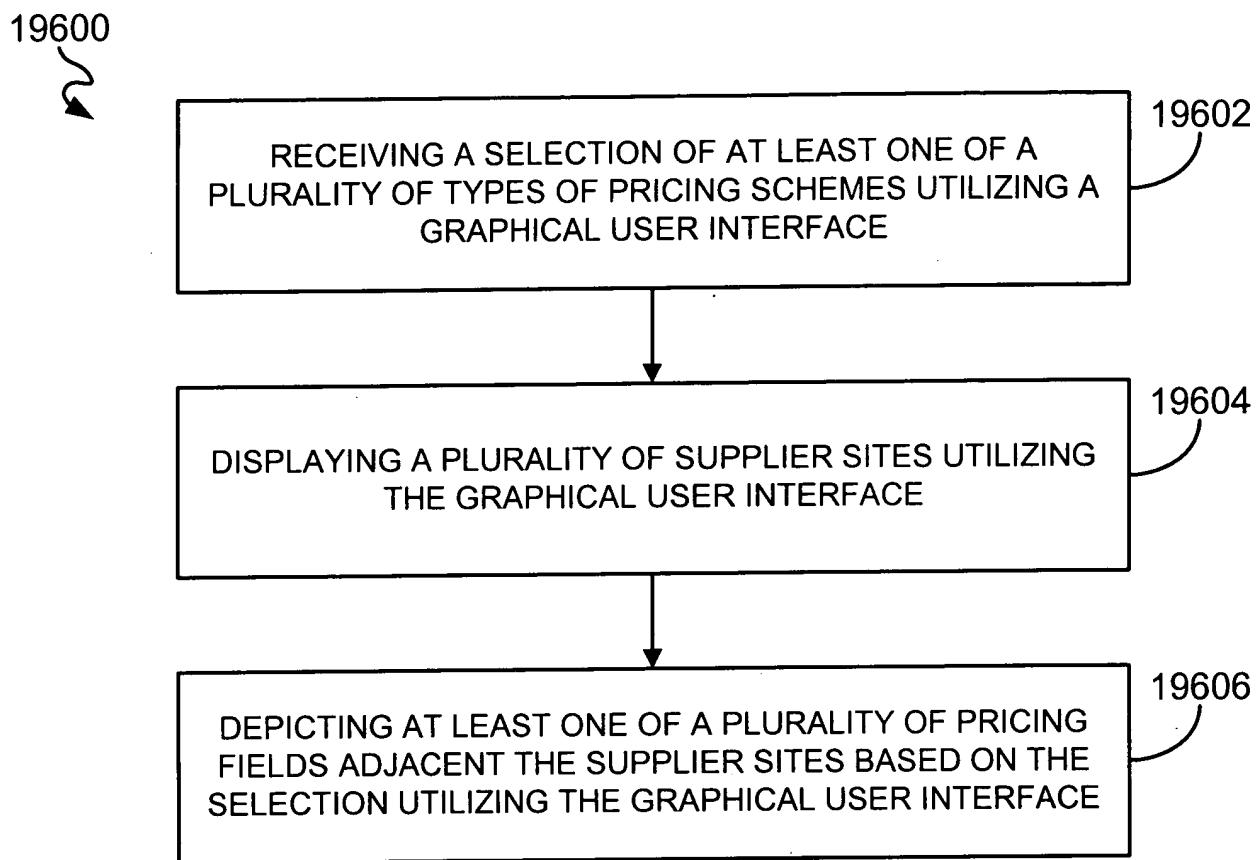
Supplier, FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC -PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

**FIG. 195**



## **FIG. 196**

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

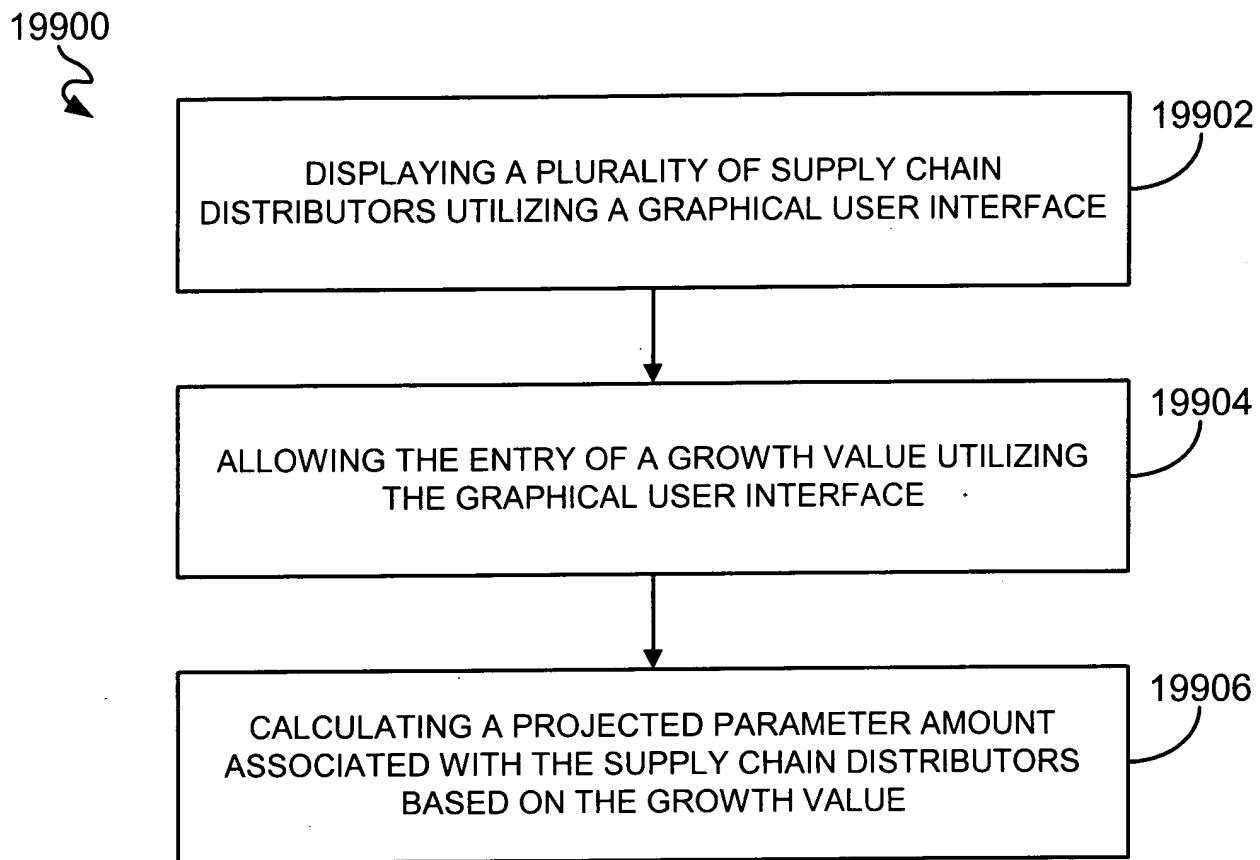
**FIG. 197**

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

**FIG. 198**



**FIG. 199**

20000

Supplier FOB	Address
CAVENDISH FARMS	Dieppe NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls ID 83211

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

**FIG. 200**

20100

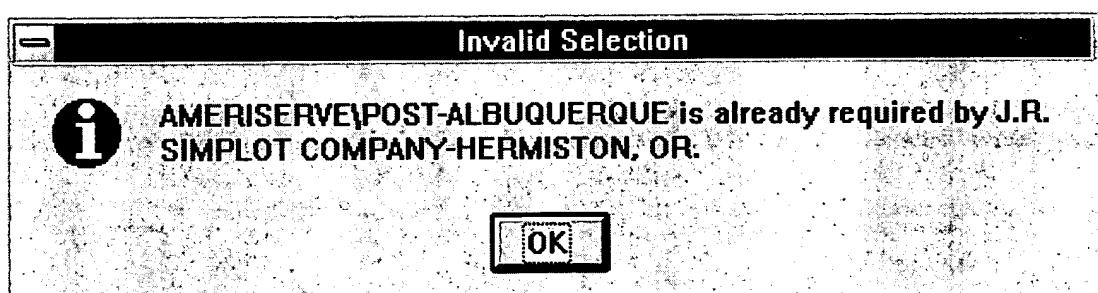
Supplier FOB	Address
CAVENDISH FARMS	Dieppe NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls ID 83211

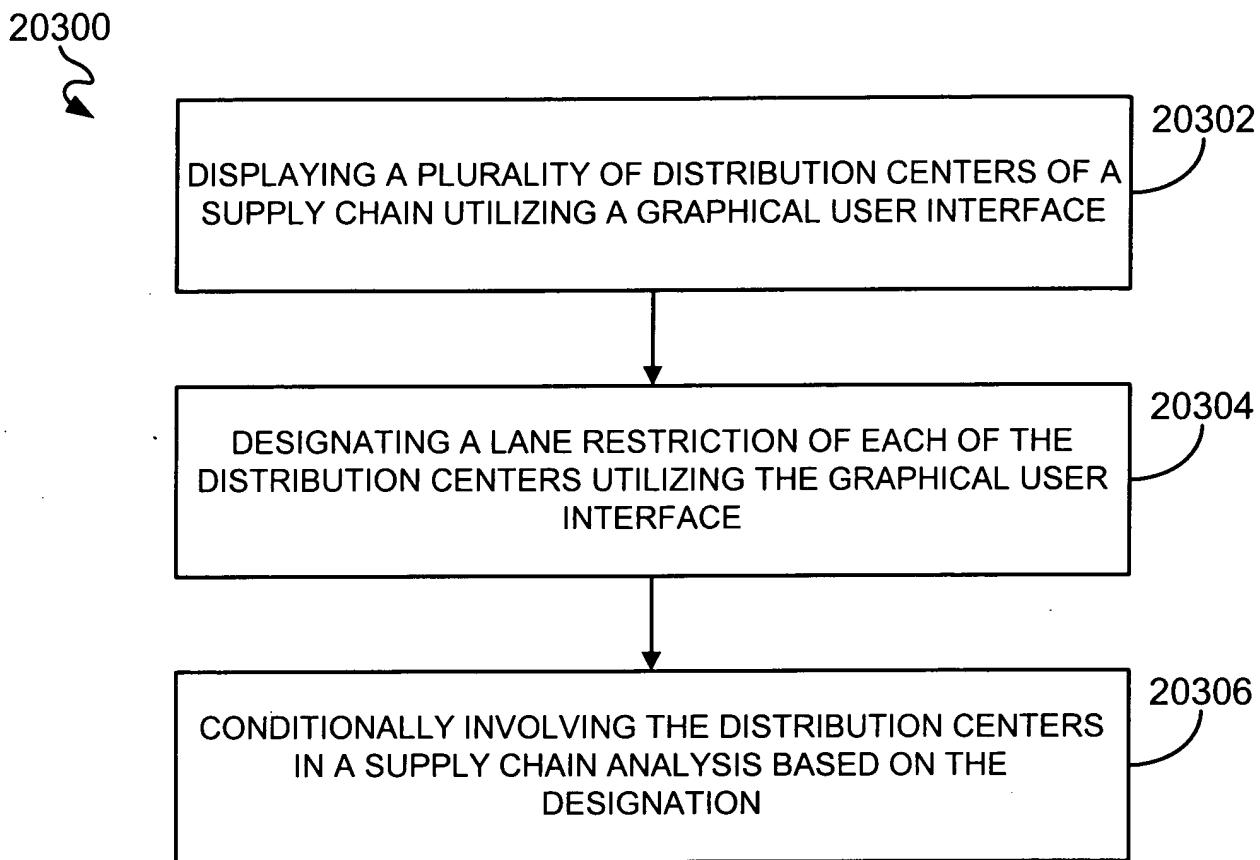
Distribution Center	Lane Restriction
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

**FIG. 201**

20200

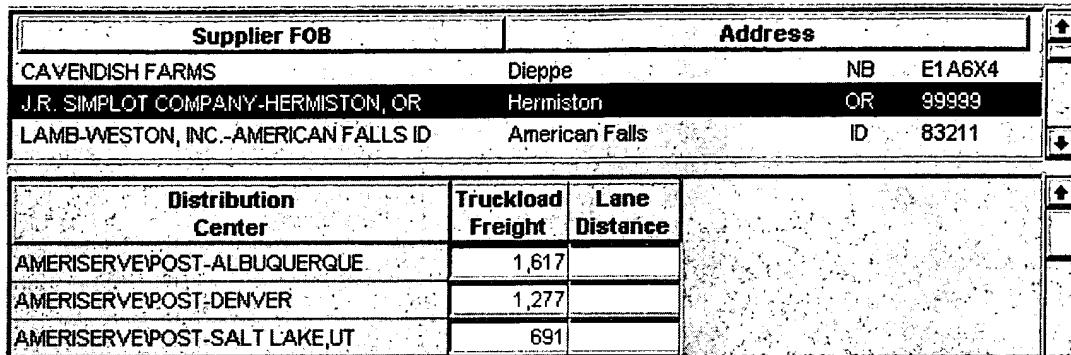


**FIG. 202**



**FIG. 203**

20400



The screenshot displays a software application window. At the top left, the number '20400' is displayed with a small curved arrow pointing towards the window. The window contains two tables. The first table, titled 'Supplier FOB', lists three entries: CAVENDISH FARMS (Dieppe, NB, E1A6X4), J.R. SIMPLOT COMPANY-HERMISTON, OR (Hermiston, OR, 99999), and LAMB-WESTON, INC.-AMERICAN FALLS ID (American Falls, ID, 83211). The second table, titled 'Distribution Center', lists three entries with columns for 'Truckload Freight' and 'Lane Distance': AMERISERVEPOST-ALBUQUERQUE (1,617), AMERISERVEPOST-DENVER (1,277), and AMERISERVEPOST-SALT LAKE, UT (691).

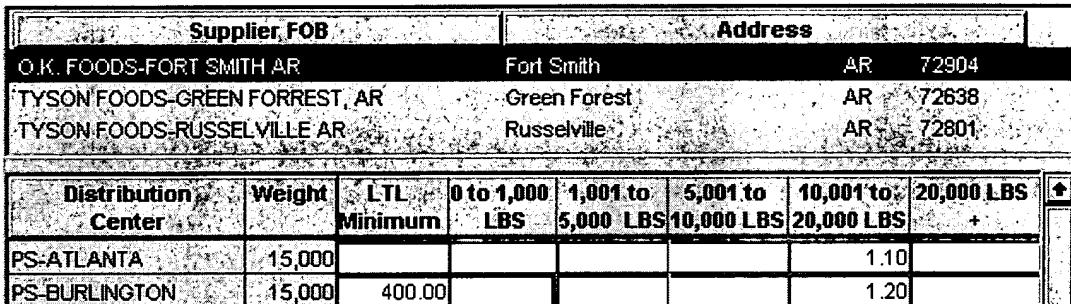
Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

**FIG. 204**

20500



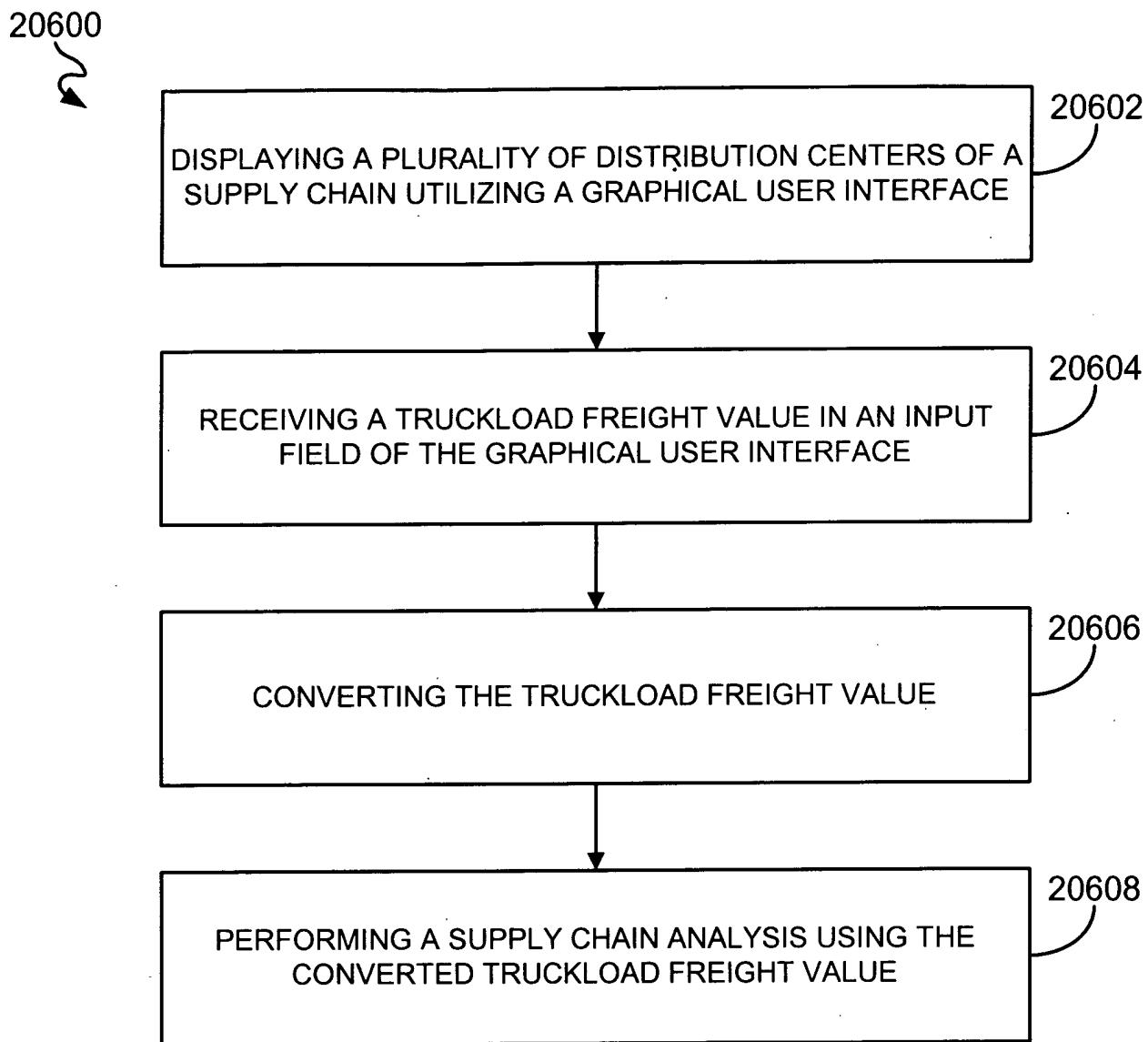
The screenshot displays a software application window. At the top left, the number '20500' is displayed with a small curved arrow pointing towards the window. The window contains two tables. The first table, titled 'Supplier FOB', lists three entries: O.K. FOODS-FORT SMITH AR (Fort Smith, AR, 72904), TYSO FOODS-GREEN FORREST, AR (Green Forest, AR, 72638), and TYSO FOODS-RUSSELVILLE AR (Russelville, AR, 72801). The second table, titled 'Distribution Center', lists two entries with columns for 'Weight Minimum' and price ranges: PS-ATLANTA (15,000 LBS) with rates 1.10 and 1.20, and PS-BURLINGTON (400.00 LBS) with rates 1.10 and 1.20.

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSO FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSO FOODS-RUSSELVILLE AR	Russelville	AR	72801

Distribution Center	Weight Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000				1.10	
PS-BURLINGTON	400.00				1.20	

**FIG. 205**

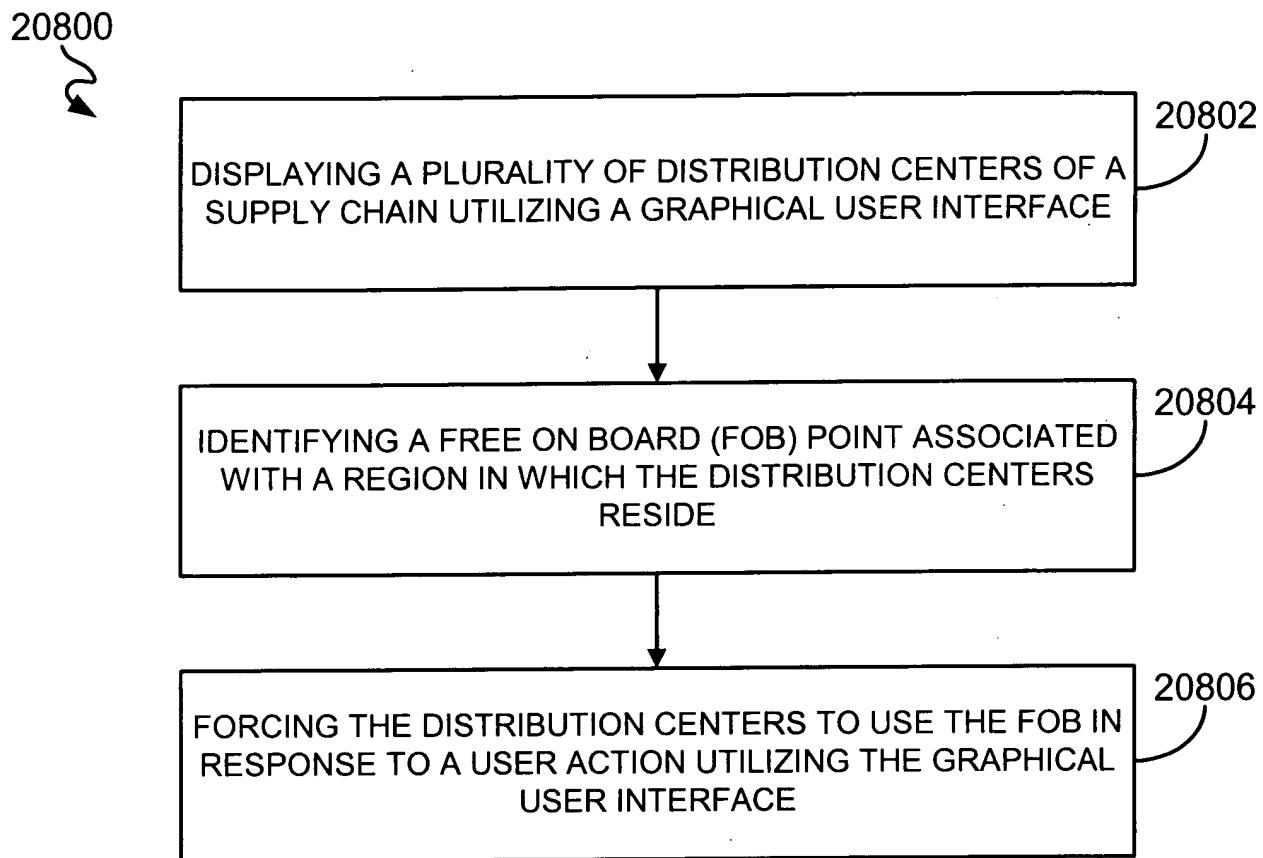


**FIG. 206**

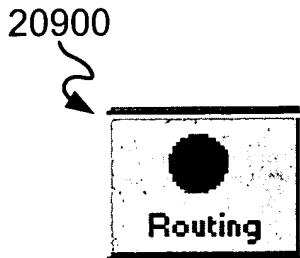
20700

<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RMW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

**FIG. 207**



**FIG. 208**

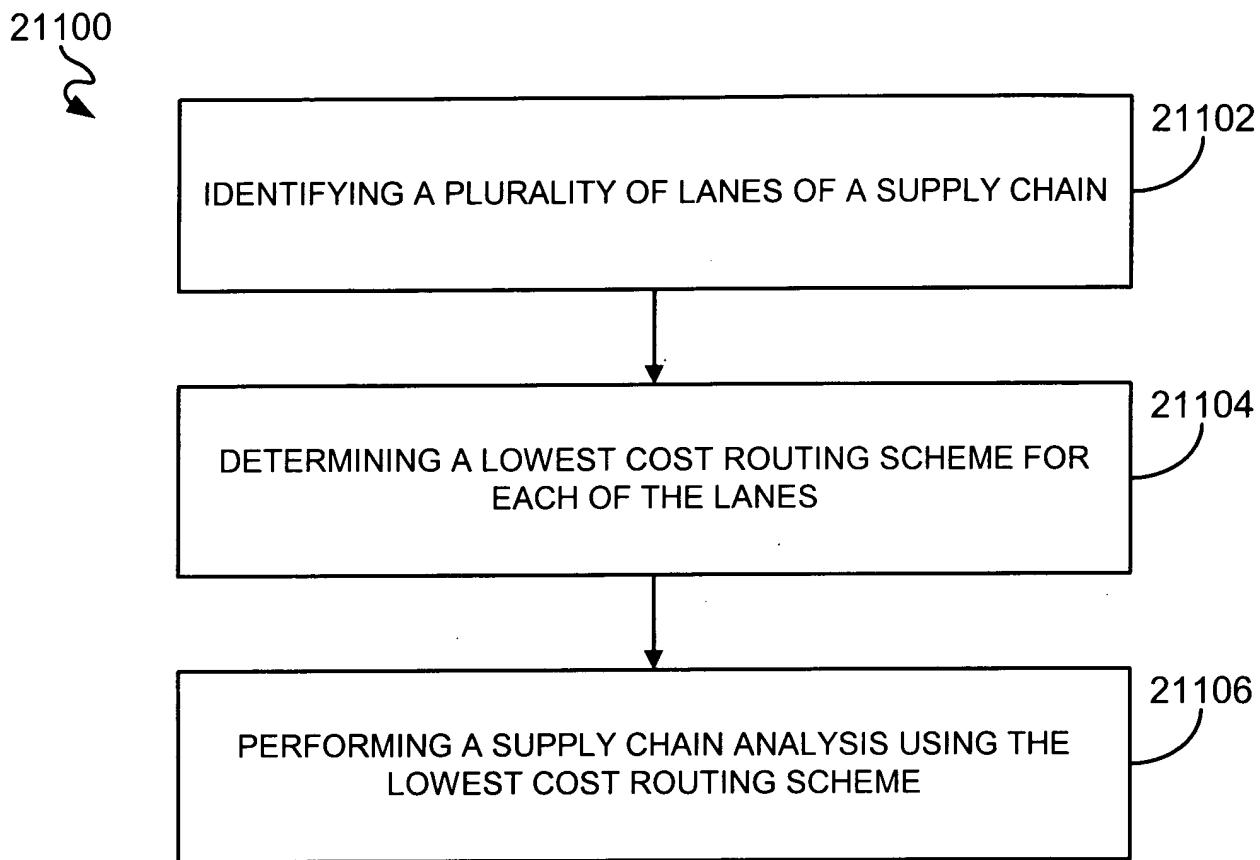


**FIG. 209**

21000

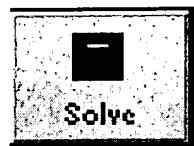
The screenshot shows a window titled "Report Selection". On the left, there is a "Report Type" dropdown menu with "Optimal Product Routing" selected. To its right is a "Report Name" dropdown menu containing several options: "Freight Information Provided" (which is highlighted), "LTL Routing Grid By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis". Below the report type dropdown is a section titled "Report Parameters" with three dropdown menus: "Supplier" set to "(All)", "Supplier FOB" set to "(All)", and "Distribution Center" set to "(All)". At the bottom of the window, there is a "Version" dropdown menu set to "Base Version".

**FIG. 210**



**FIG. 211**

21200



**FIG. 212**

21300

21302

**Report Selection**

**Report Type:**

- Awarded Volume
- Awarded Volume
- Comparison Reports
- Cost Matrix Preview
- Optimal Product Routing
- Tab Reports

**Report Name:**

Awarded Volume by Item - Detail

The screenshot shows a software interface for report selection. On the left, there's a list of report types. The first item, "Awarded Volume", is selected and highlighted with a black border. To the right, there's a preview area showing the name of the selected report: "Awarded Volume by Item - Detail". Below this preview area, there are several other report names listed vertically, each with a small checkbox icon to its right.

**FIG. 213**

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

- |   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

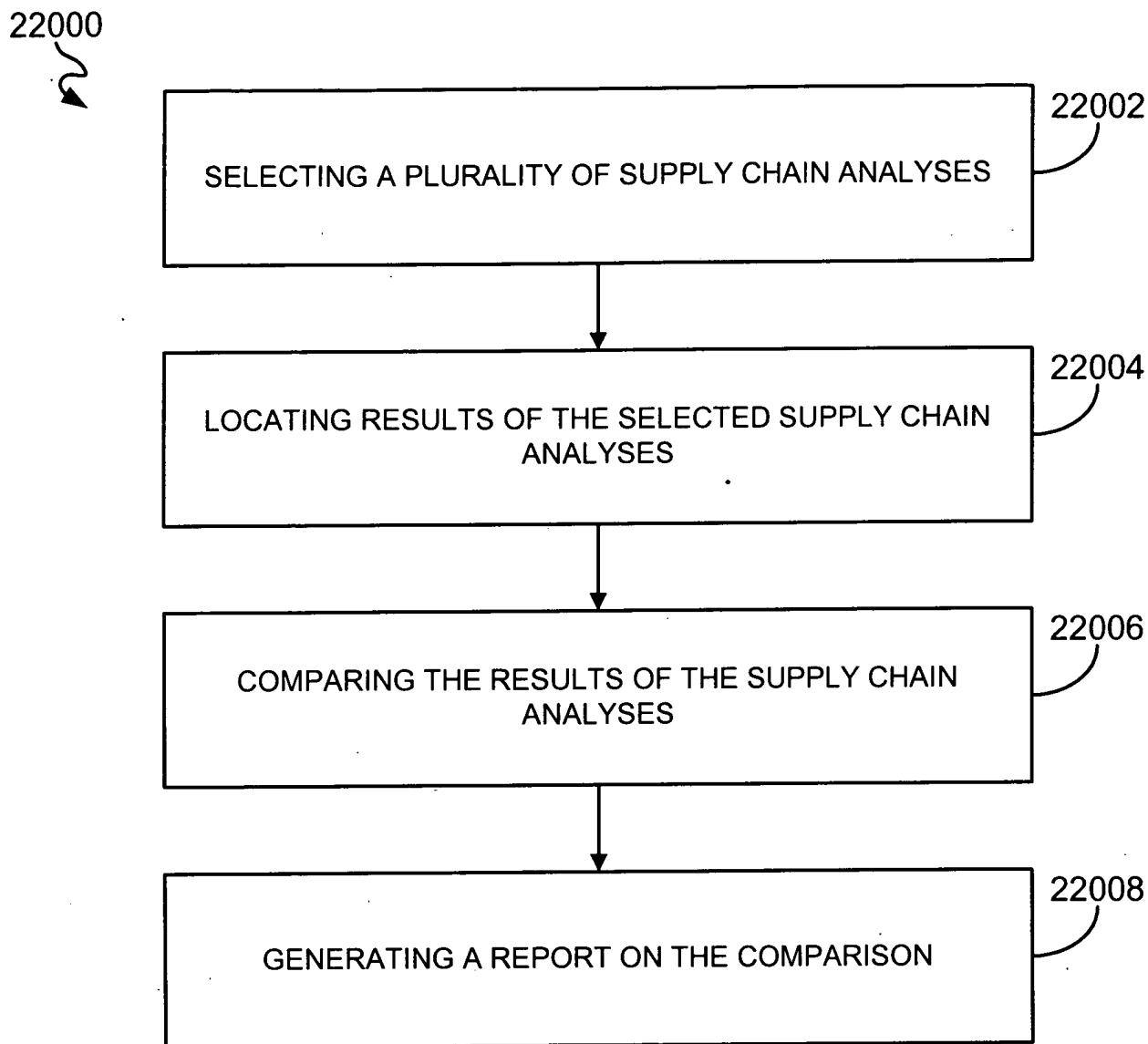
Include Cost Matrices: Yes  No

**FIG. 218**

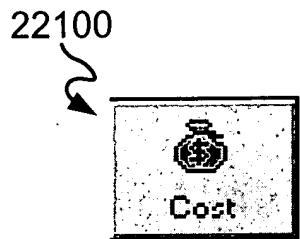
21900



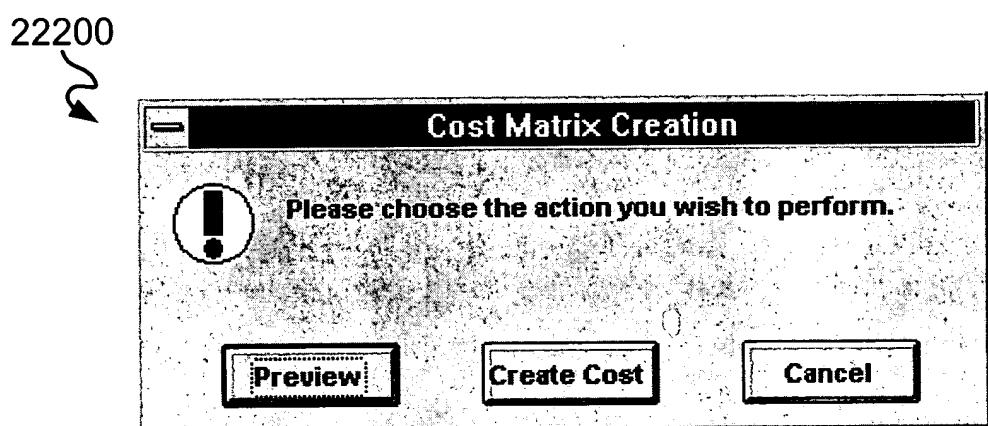
**FIG. 219**



**FIG. 220**



**FIG. 221**



**FIG. 222**

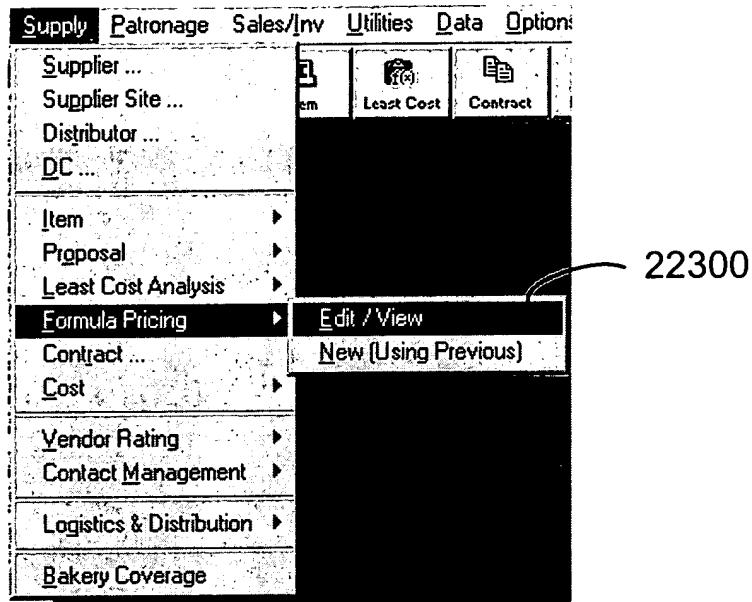


FIG. 223

22400

This is a screenshot of a software dialog box titled "Formula Pricing - BEEF - 77% - 04/06/98". The dialog box has a tabbed interface with tabs for General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The "General Info" tab is selected. The dialog contains several input fields and dropdown menus:

- Pricing ID:
- Description:
- Item:
- Raw Material Pricing Date:  From:  To:
- Cost Matrix Begin Date:  End Date:
- FOB Adjustment Amount:

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZH DOM 90% LEAN	IMP AUS 90% LEAN	Lean Fine Txtr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2800	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0890	1.0950	1.1210	0.9572	0.9659
											0.8760

FIG. 225

22600

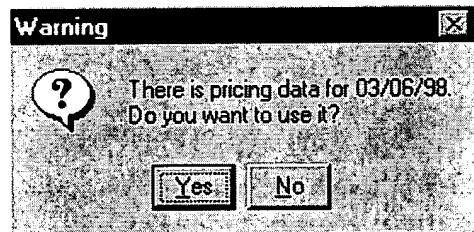


FIG. 226

22700

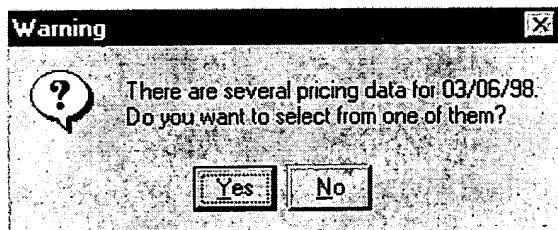
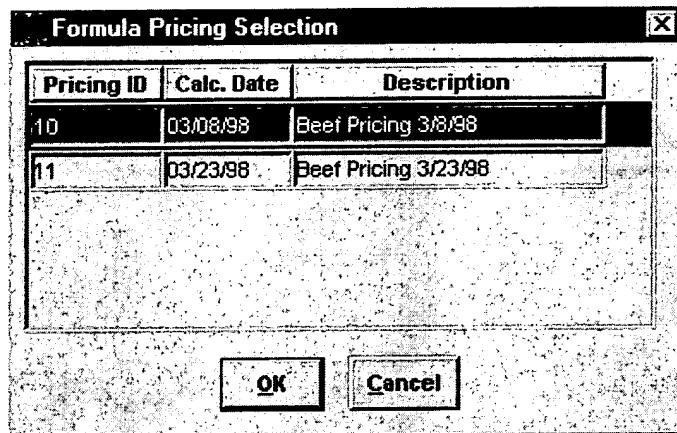


FIG. 227

22800



**FIG. 228**

22900

The window title is "Formula Pricing - BEEF - 77% - 04/06/98". It has tabs: General Info, Pricing, Freight, Formulas, Block Cost, Adjustments. The "Freight" tab is selected.

**Supplier FOB**

AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

**Material Type**      **Freight Amt**

Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

**FIG. 229**

23000

Formula Pricing - BEEF - 77% - 04/06/98

	FD50TR		FD65TR		FD73TC		FD80LC		FD85LN		FD90LC		IMAU98		LFTB		Total
Formula	Pct.	Cost															
AFS-1	0.3120	0.2671									0.1680	0.2134	0.4000	0.3924	0.1000	0.0911	0.9848
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1358					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9868
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WH-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

	General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>	
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>	

FIG. 231

23200

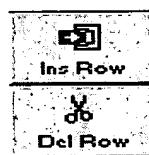
Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23200  
23300  
23302  
23400



23300

23302

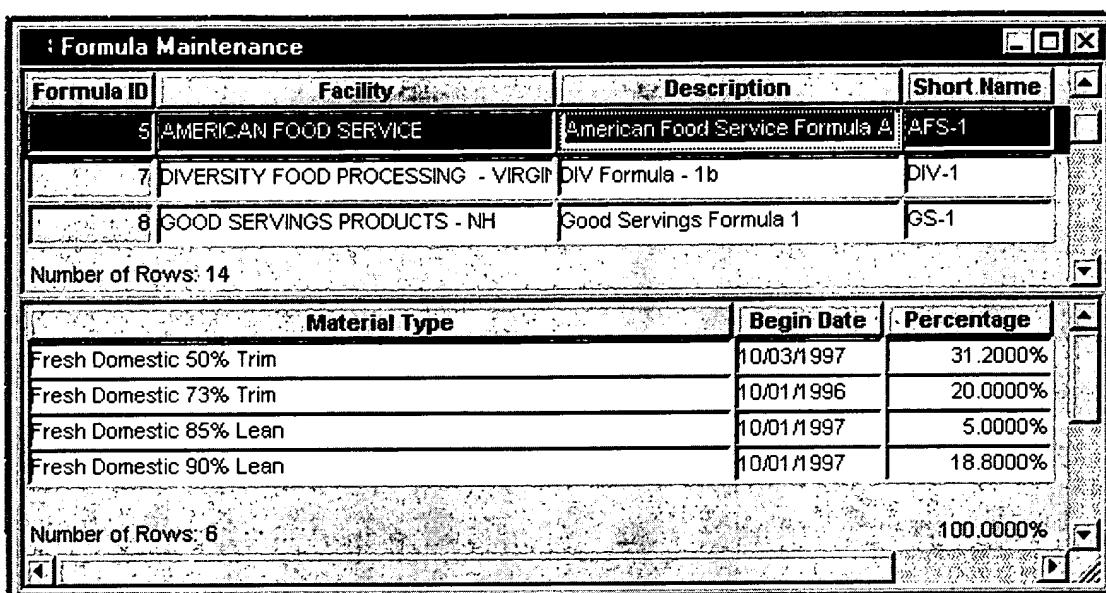
FIG. 233

23400

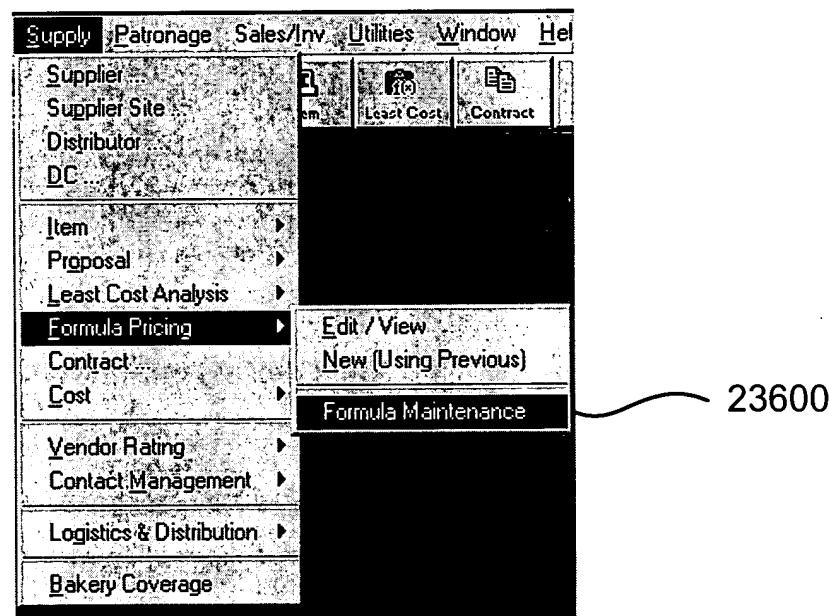


FIG. 234

23500



**FIG. 235**



**FIG. 236**